Labor Costs in the Packing House Discussed in this Issue

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# THE NATIONAL PROVISIONER



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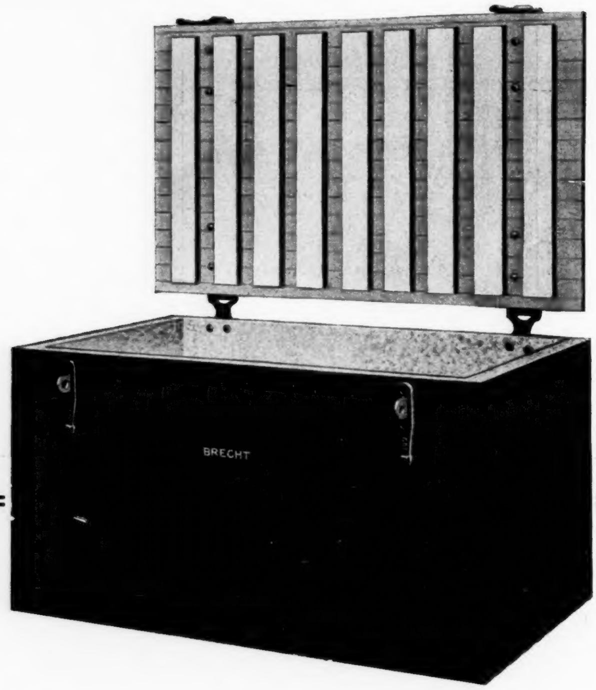


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THE
# NATIONAL PROVISIONER


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## *Labor Costs in the Packing House*

### How May They Be Reduced by the Application of Modern Time Study to the Subject? What Is Work? How Quickly and Well Should it Be Done?

Labor costs have been one of the bugbears of the packing business. Some packers do not even yet realize it, but such is the case.

In the old days of wide margin, labor costs did not cut so much of a figure in a packer's business calculations. But as profits narrowed and wages increased the problem became a serious one.

Today it is absolutely vital. Every packer had tried to reduce his labor expense, by one means or another. Some methods have been more or less successful and some have caused much grief and labor trouble.

And some have had no method at all. They have tried to trim here and there and everywhere, often without rhyme or reason. The main thing was to cut expenses—whether it hurt production, or quality, or sales.

Other industries have been lax and inefficient in this respect. But other industries are far ahead of the much-vaunted meat packing industry in the study of labor costs.

Ask any packer what his labor costs are for a certain operation, and he hesitates to tell you. He has reams of paper covered with figures bearing on the subject, but he prefers to keep them to himself. The fact is that labor costs vary so widely in different plants, and under different conditions in the same plant, that it is impossible to strike an average. No packer wants to commit himself on the subject, and the reason is plain.

#### The Packer's Labor Costs.

Packers are just beginning to take up the subject of labor costs in a really scientific way. A good deal already has been accomplished in the direction of industrial relations work. With relations with employes on the right basis, the development of labor efficiency is made that much easier.

The application of modern time study to reducing labor costs in the meat packing industry is a new thing. A lot of people will make fun of it as being theoretical and impractical. But those who have seen it work in other industries remember the saying that "he who laughs last, laughs best."

#### Time Study to Reduce Costs.

As an introduction to this subject of time study of labor costs THE NATIONAL PROVISIONER prints here a brief discussion by an engineer who knows the meat packing business, as was shown by his exposure of coal waste in packing plants in articles which he wrote for THE NATIONAL PROVISIONER some months ago.

This revelation of the waste of fuel in the average packinghouse attracted a lot of attention, and several packers have stated to THE NATIONAL PROVISIONER that they have followed the advice there given with profitable results. These packers now watch their fuel consumption very carefully, and also receive regular reports of fuel consumption per thousand pounds of meat produced.

In view of the practical character of such discussions, as well as the importance of the subject of time study itself, the article which follows should be of interest and value to all packer readers.

## Time Study to Reduce Labor Costs

### By Leonard E. Rollins, M. E.

Time study is based on nothing new or theoretical. Broadly, it is merely knowing definitely what work is, and how quickly and well a workman should accomplish it.

The inexperienced or unanalytical person—who has never checked the performance of the same number of men on the same kind of work under identical conditions, except for the difference in system used by those directing them, and noted the tremendous difference in results—will be likely to condemn the system and say it is not applicable to the meat packing business. But this is not important.

Time study is applicable to any sort of work, and of any magnitude, from the moderate-sized to the largest meat packing plant. And there is no reason why its results in per cent of labor cost reduction cannot be made equally lucrative in either case.

If such successful business men as Chas. M. Schwab and Henry Ford—and the rest of the large automobile manufacturers and innumerable other smaller business men engaged in highly competitive lines, whose labor costs are almost 50 per cent or more of their raw material costs—if they are gullible fools, then there is nothing in time study.

#### Swivel Chair Study Won't Work.

Knowing definitely what the work is, is entirely different from sitting in a chair before a polished desk, or around a conference table, and mentally recalling a series of vague flitting pictures, diagrams, blue prints and impressions.

Knowing definitely how quickly and well a workman should handle a certain job is far different from recalling vaguely some past experience and after a few ready calculations determining approximately what time he should take.

Any man in charge of any part of plant operations and men makes the biggest mistake of his life in spending much time in a chair or in front of a desk.

Something is radically wrong with his system if he ever lets himself be maneuvered into such a position. The very characteristics that advanced him to his position will begin to be constricted, subdued and gradually so weakened that, unless he develops other latent characteris-

tics faster than he loses the old ones, his general usefulness will be badly impaired.

It is obvious that if you want to lose touch with anything, keep away from it. Surround it with a fence and yourself with a fence.

Get behind a desk and you only hear of your work from what someone tells you of it, or writes a lengthy letter concerning it, or what you glimpse of it from a rapid survey as you dash back to your desk to answer the multitudinous notes, memorandums and suggestions as to what should be done about it.

**Results of the System.**

Time study—used even crudely and laboriously—has made more executives, made better executives, more satisfied workmen, and as much money for all concerned as any new idea, ingenious piece of machinery or elaborate system developed in the last few years.

It is not the intention in this single article to go into detail as to just how time study can be employed in a small meat market, or a large meat packing plant, in order to reduce labor costs. If the germ of the idea is suggested to a few thinking minds, that should be sufficient.

In the leading automobile factories and large metal industries time study has increased men's production from twice to four times, or for the same amount of production has reduced the help employed almost the same proportionate amount, and has practically eliminated labor troubles.

Its application to the meat industry is entirely practical, and is merely a matter of time, but it will hardly be a success unless introduced by those who have had experience in the application of its principles.

What is needed is a few husky rednecked foremen or ambitious young men from the meat industry to study it in actual operation under some executive who has the nerve and pep to put it over somewhere on a practical scale. Later other plants, after seeing it tried out beneficially, will catch the idea, eliminating misapplications, smoothing it out, embodying it with the best of the present system. And they will get the money and the credit of being business geniuses.

(EDITOR'S NOTE.—There will be further discussion of this subject by Mr. Rollins and other experts.

Packers and packinghouse superintendents who have tried this out are invited to send in their opinions and experiences.)

### MEAT BOARD DISTRIBUTES POSTERS.

The National Livestock and Meat Board, according to an announcement by its president, Howard Leonard, has received permission to reprint and distribute the attractive four-color meat poster just issued by the Department of Agriculture.

This poster, which displays as its central figure a well-garnished roast in its natural colors, states: "Meat is wholesome. For health and vigor, eat well-balanced meats. Use a variety of kinds and cuts of meats."

Organizations or individuals interested in distributing and displaying the poster may order any quantity through the Board, Room 1665, Old Colony building, Chicago. The cost will be from $32.00 to $38.00 per thousand, depending upon the total quantity ordered. All orders will be consolidated to obtain the lowest rate possible.

## Packers' Traffic Problems

**Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained upon application to the Institute of American Meat Packers, 509 South Wabash Ave., Chicago, Ill.**

### GOODS CARRIED BY SEA.

The House committee on merchant marine and fisheries held a public hearing on the Edmunds bill, H. R. 14166, which would, if enacted into law, be known as the "Carriage of Goods by Sea Act." This bill is merely the reproduction of The Hague rules as finally approved at the Brussels international diplomatic conference in statutory form.

Time was divided between proponents of the rules and opponents. The chief proponents were Mr. Norman Beecher, special council for the shipping board, but not speaking for it; a Mr. C. S. Haight, admiralty lawyer of New York City; Mr. F. H. Price, representing certain flour millers, and underwriters and bankers.

The Institute of American Meat Packers led the fight against the rules, just as it has been doing since 1921. Vice-president C. B. Heinemann and Mr. Norman Draper, Washington representative, were present, and Mr. Heinemann's testimony occupied the full forenoon of the second day. He discussed each section in detail and summarized his objections to include the following principal points:

1. Section 1-e makes the rules apply only after the goods are loaded and until they are discharged. The present law and custom protects the shipper from the time the goods are delivered to the carrier until their final delivery to consignee. It was suggested that the provisions of the Harter act be definitely connected up so as to afford full protection.

2. Section 3-f requires claims to be filed at or before time of delivery, and, in case of concealed damages, within three days after delivery. It was shown that such a rule was impracticable and less liberal than the present rule approved by the Interstate Commerce Commission. Moreover, it was alleged that the proposed rule would require a suit on practically every claim.

3. Section 17-d gives the ocean carrier the privilege of making "reasonable" deviations without defining what the term "reasonable deviations" comprehends. It was urged that a reservation should define this to hold the deviations to those to which the shipper had definitely consented before the goods were shipped. (This would not apply to deviations for the purpose of saving or attempting to save life or property.)

4. Section 5 gives the carrier unlimited authority to give to its favored shippers rules that are more liberal than The Hague rules. It was pointed out that the "uniformity" sought by proponents of the rules could never be attained by incorporating a rule of this character.

Among other objections to the rules were those put forward by Mr. F. S. Laws in behalf of the Insurance Company of North America. Mr. Laws urged that we do a complete job while we are at it, and suggested certain changes in addition to those offered by Mr. Heinemann. In his brief it was pointed out that the rules were in direct conflict with certain existing statutes which he enumerated. He also recommended certain amendments that would more clearly define the limits of the application of the rules.

In rebuttal, Mr. Haight sought to show that no one except the packers were opposed to the rules and that the will of the majority should govern. Mr. Heinemann had already shown that his people handled 20 per cent of the value of all export and import traffic, and that the National Industrial Traffic League, for whom he spoke, handled over 90 per cent. "So," said Mr. Heinemann in reply, "I accept Mr. Haight's proposal, but insist that the majority vote must include only those who have a real interest and actually pay the freight, and it must not include such men as the attorneys who view the rules with favor because of the increased litigation to follow their adoption."

At the conclusion of the hearing the chairman announced that this session of Congress would not act upon the bill, but that it would be re-introduced at the next session.



### INTERSTATE COMMERCE CASES.

Complaints made recently to the Interstate Commerce Commission and decisions rendered by the commission in cases of interest to meat packers are reported as follows:

**Reparations on Dried Blood.**—A finding of unreasonableness and an award of reparation have been recommended by Examiner Paul O. Carter in a report on No. 13719, Armour Fertilizer Works vs. Director-General, as to rates on three carloads of dried blood, shipped from Denver and South Omaha to Bay Shore and Covina, Cal., between March 28 and April 10, 1919. The examiner said the commission should hold unreasonable rates of 84.5 and 97.5 to the extent they exceeded 75 cents and award reparation to that basis.

**Carload Weights for Hogs.**—No. 12945, in re carload weight on shipments of hogs in state of Iowa; No. 14491, minimum carload weights on hogs in Missouri and other states.

**Unreasonable Rates on Hogs and Sheep.**—No. 14586, Armour & Co., Chicago, vs. Director General as agent. Unjust and unreasonable rates and charges on 700 carloads of hogs and sheep from Louisville, Ky., to Chicago, Ill., because in excess of subsequently established rates. Asks reparation.

**Hog Minimum Carload Weights.**—The Interstate Commerce Commission, by orders dated December 18, and December 4, 1922, has consolidated dockets 12945, "In the Matter of Minimum Carload Weights on Shipments of Hogs Within the State of Iowa," and 14491, "Minimum Carload Weights on Hogs in Missouri and Other States," under the latter number and has extended the issue upon its own motion to include the reasonableness and propriety of the minimum carload weights applicable to shipments of hogs interstate between points in the states of Missouri, Illinois, Minnesota, Nebraska, Wisconsin, South Dakota, Kansas, Iowa, Oklahoma and Texas. Hearings will be assigned at later date.

(Concluded on page 45.)

# Weld Explains Economics of Meat Packing

## Packing Industry Lectures—No. 2

Despite the perishability of the products, the facts that the packing industry has no control over the purchase of its raw material, and that it cannot set a price on the finished products, are two features that distinguish the meat packing industry from other industries, according to L. D. H. Weld, vice-chairman of the Committee on Educational Plans of the Institute Plan Commission, in an address this week at the University of Chicago before approximately one thousand men from the packing industry.

Mr. Weld formerly was head of the Department of Business Administration at Yale University and now is manager of the commercial research department for a large packing company. The lecture was the second in the series of eight being conducted under the joint auspices of the School of Commerce and Administration, University of Chicago and the Plan Commission of the Institute of American Meat Packers.

These lectures, designed to give a broad general view of the packing industry, are one of the first steps in the plan of the Institute to develop an institution which will combine with the research and technical educational facilities of continental industrial institutes the trade activities and exposition features of American business associations.

Mr. Weld's subject was The Packing Industry: Its History and General Economics, and was of such intense interest to every packer that it is given in THE NATIONAL PROVISIONER in large part as follows:

It is of course quite impossible to treat adequately either the history or the economics of the packing industry in three-quarters of an hour. Much less can both of these subjects be handled in the length of time permitted. It will be my purpose, therefore, to touch primarily on some of the basic economic features of the industry, and to give only incidental attention to the history of the industry. Certain historical facts, however, help to explain the present organization of the industry and the position that it occupies in the economic life of the country.

In the early days, before the agricultural development of the Middle West began, livestock were raised along the Atlantic seaboard in close proximity to the consuming population. The converting of livestock into meat was a local, small-scale process. There was no need of large packing companies, any more than there is need of such companies today in England and France, and other European countries where livestock production is carried on in the neighborhood of consumers.

The conditions which gave rise to the present organization of the industry began when settlers in the Ohio and Mississippi valleys began to raise livestock. As Eastern cities grew, livestock production on the Atlantic seaboard could not keep pace. Supplies had to be brought from points farther and farther away.

### Early Livestock Marketing.

At first livestock from more distant localities had to be driven across the country; then with the advent of railroads they were shipped alive in stock cars. During the middle of the past century the traffic in live animals to the Atlantic seaboard became important. The first step in moving the industry to the source of raw materials was the development of pork packing in cities west of the Alleghanies. Cincinnati became the first important pork packing center in the country.

In those days—before, during, and shortly after the Civil War—the shipment of meat products over long distances was confined entirely to cured products and principally to pork products. Pork was salted down and packed in barrels, and hence arose the name "the packing industry," a name which is more or less a misnomer today and one which really applies much better to industries like fruit and vegetable canning where packing in containers is an important feature.

The great thing that held back the development of the packing industry in the Middle West was the impossibility of shipping fresh meats over considerable distances. It was realized that the shipment of live animals over great distances resulted in cruelty, that there was waste from shrinkage and deterioration, and that it was uneconomical to pay freight on the whole animal. It naturally followed that attempts were made to find a way to ship fresh meats over long distances, and from these attempts came the refrigerator car. The first successful experiments were made about 1870, and the natural result was the rapid development of meat packing companies in Chicago and other Middle-Western cities.

L. D. H. WELD.

### Dressed Beef Fights.

At first there was a decided prejudice against Western meats in the Eastern markets, a prejudice that still lingers today in some of our Eastern cities where a few people still have a preference for "city-killed" meats.

There were other obstacles, such as the opposition of the railroads, which had equipment of livestock cars, and on the part of Eastern stockyards' interests and other industries that had grown up in connection with the feeding and the shipment of Western animals by rail to Eastern markets. The opposition on the part of the railroads was so keen that the Chicago packing companies had to provide their own refrigerator cars. They still continue to operate them today, and as they have developed this part of their business they have built up transportation departments which keep track of the cars, which see that they are properly repaired, and which give the expert service that these special refrigerator cars require. The meat companies pay the railroads the regular freight rates on the products shipped and they receive a mileage rental from the railroad companies for the use of the cars. During some periods this mileage rental has yielded a profit to the packers from the operation of refrigerator cars; at other times it has resulted in a loss. This whole matter is now under the control of the Interstate Commerce Commission, and mileage rentals are adjusted from time to time in accordance with cost of maintaining and operating the cars.

### Growth of Chicago Packing.

With these obstacles overcome, the industry, centering in Chicago, began to grow rapidly. This was during the seventies. It was inevitable that it should develop, but its establishment was hastened by the fact that certain men of unusual ability entered the field. P. D. Armour, G. F. Swift, G. H. Hammond, Nelson Morris, and several others, are names that stand out in the early history of the industry in the Middle West. Livestock production spread to the Northwest, the West, and the Southwest, and consequently additional packing centers grew up, such as those at St. Paul, Omaha, Sioux City, St. Louis, Kansas City, Denver, Oklahoma City, and Fort Worth. Live animals still have to be shipped some distance, in many cases, to reach these centers. Packinghouses can't be distributed too much throughout the actual producing fields, because they would be too small for economical operation, because the livestock supply would be too seasonal and not of sufficient variety in kind and quality of animal, and because labor supply and shipping facilities would be inadequate. One may rest assured that in the locations of packinghouses today the most economical balance has been brought about between producing areas and consuming sections.

### Development of Stockyards.

Along with the development of the packing industry in the Middle West, there grew up important livestock market places, known as stockyards. There are two principal ways in which packing plants can obtain their raw material: first, by sending buyers out to the farm and ranches; and, second, by buying in the central stockyard markets to which country shippers consign their stock in the care of commission men. Where there is a large and continuous supply of livestock available, and where there is sufficient packinghouse capacity to buy from day to day and to adapt production and selling programs to fluctuating livestock supply, the stockyards method is much more satisfactory than to send buyers into the country. It is a more economical method of assembling, and the livestock shipper can always be sure of getting cash at the going market price. This is the method used in the Middle West, and the commission men, together with their organizations, known as exchanges, have played an important part in developing these market places along efficient and honest lines.

In the East and South and Far West, livestock supplies are too small and intermittent, and packing facilities are too inadequate to furnish a constant and ready market, hence, country buying has to be resorted to. The Far West is apparently just emerging from this stage. A public stockyards has been organized in Los Angeles, but many livestock producers are opposed to this innovation, believing that they get better prices when the packers send buyers to their ranches. It is probably too early to decide whether conditions on the Pacific Coast are ripe for the development of public stockyards.

### The Organization Today.

From this brief historical sketch we can now take a bird's-eye view of the industry as a whole. In the first place, because of the fact that two-thirds of the livestock is raised west of the Mississippi

(Continued on page 46.)

# *The Work of the Meat Councils*

## Promoting Better Merchandising and Increasing Consumption—Co-operation Between Retailers and Packers

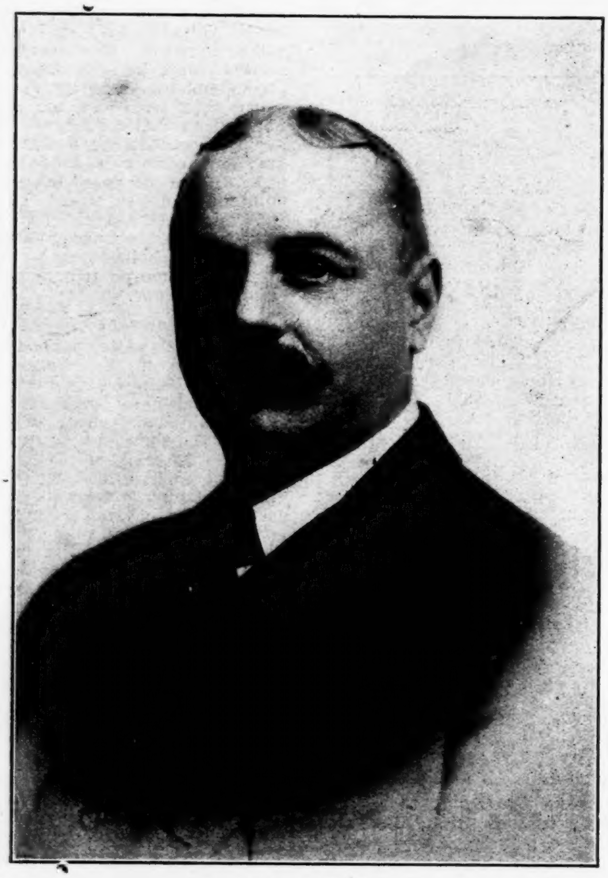
### IV.—The New York Meat Council.

(EDITOR'S NOTE: This is the fourth of a series of articles on the work of the Meat Councils. The fifth will appear in an early issue.)

The New York Meat Council, the first of the meat councils to be formed, has finished two years of work and is now well into its third year of activity.

The membership has changed some since the beginning days in the fall of 1920, but most of the pioneers are still in harness and working harder today than when they started.

While the New York Meat Council in its plan of organization and its objectives resembles the councils in other cities, some of them being modeled upon its outlines, it has its own definite individuality.



A. F. GRIMM,
Chairman New York Meat Council and Leading Retailer.

#### Special Features in New York.

To begin with, the retailer situation in New York is not like that of most other cities. New York retailers are somewhat better organized than the retailers of many other places. Dating back many years, half a dozen branches of the Master Butchers' Association are soundly organized along geographical or borough lines. Manhattan Island proper is covered by two branches—Ye Olde New York and Washington Heights; there is a vigorous body in the Bronx, and Brooklyn is covered by some four different branches.

Each of the retailer bodies has appointed delegates or representatives to the Council and the packer end of the industry has its proportional representation, this group consisting of the New York managers of the big Western houses and representatives of large local packing organizations, some of which have continued successfully in the metropolitan district almost as long as there has been a packing industry.

#### Present Council Members.

The following is the present membership of the Council:

Retailer representatives: David Van Gelder, Samuel Heymann, Charles A. Raedle, Jr., Joseph Kossmann, Irving Tabak, Frank P. Burck, Albert Rosen, J. Eschelbacher, Julius Levy, Rudolf Schumacher, Fred Muller, August F. Grimm, Moe Loeb, Isidor Bloch, George Kramer, Herman Kirschbaum, Edwin Collins, William H. Hornidge, L. O. Washington.

Wholesaler representatives: T. G. Lee, Armour & Co.; Fred L. Bisbee, Jos. Stern & Sons, Inc.; Walter Blumenthal, United Dressed Beef Co.; W. A. Lynde, Wilson & Co.; H. L. Skellinger, Wilson & Co.; W. A. Johns, Swift & Co.; G. J. Edwards, Swift & Co.; R. C. Evans, Morris & Co.; G. A. Handley, Cudahy Packing Co.; Leo Joseph, New York Butchers Dressed Meat Company; M. H. Nagle, Nagle Packing Company; Albert Rohe, Rohe & Bro.; Weller H. Noyes, Manhattan Sanitary Inspection Association; W. W. Brainard, Brainard Bros.; A. Strauss, Strauss & Adler.

Public representative: B. F. McCarthy, U. S. Bureau of Agricultural Economics.

Aside from the completeness of the retailer organization which has determined the nature of the membership of the industry, there is the natural complexity of the meat business which one would expect in a metropolitan city of the size of New York. Although meats are shipped into New York from every packing center, New York itself is a tremendous producer of dressed meats, the Department of Agriculture estimating that over half of the meats consumed in the metropolitan district are dressed in New York. One reason for the existence of extensive slaughtering operations in the New York district is the presence of a large Jewish population which demands Kosher dressed meats. This is only one element in New York's collection of races, as over fifty nationalities are to be found in large numbers in the district.

GEO. KRAMER,
President Ye Olde New York Branch.

When one reflects upon a situation like this, it is apparent that the problems of the New York Meat Council are difficult to say the least. While the field of opportunity for work is rich almost beyond description, it is likewise true that the business undertaken must be such as to make a universal appeal.

PENDLETON DUDLEY,
Secretary New York Meat Council.

#### Educating All in Meat Trade.

From the very first it was clear that the Council must be a body of conciliation and education in the meat industry itself. A survey of the field indicated that the packers of the district had been so absorbed as business men of large affairs that they had in considerable measure lost direct touch with the retailer in certain of his problems. In a word, the

packers were strangers to the retailers' point of view on some matters, and the retailers on their part were clearly uninformed of the packers' outlook. And both being far removed from the great areas of cattle production were strangers to the problems of the producers.

It is sometimes enough to bring strangers together in a room to cause friendship and understanding to ripen and this is what has happened at Meat Council headquarters, 17 East 42nd street, New York City. You cannot help learning something about the packers' problems if you rub elbows with men like Albert

DAVID VAN GELDER,
Chairman Cost Accounting Committee, New York Meat Council.

Rohe, Weller H. Noyes, Fred Bisbee and T. George Lee.

**Each Representative a Leader.**

Nor, on the other hand, can any packer, whatever his preconception may be about retailers, fail to see that it is a wonderful field for the production of merchants when he meets such men as August F. Grimm, George Kramer, Frank P. Burck and other retailer members of the Council. (As a matter of fact, special and appreciative reference could be made regarding each Meat Council representative since every one of them stands for some definite achievement in the great meat industry.)

It would be drawing the picture out of perspective to say that all has been smooth sailing in the New York Meat Council. This hasn't been true at all. The pioneers in the Council realized that if its activities were to mean much it would be necessary to give every man with a grievance a chance for a hearing. Let it be recorded at this point that grievances have been many and that no one concern has ducked issues. It hasn't always been possible to give 100 per cent satisfaction, but there will be few to question the statement that the Meat Council has done much to bring about better relations and clearer understandings in the New York end of the industry.

One evening recently Secretary Pendleton Dudley of the Council appeared before the Washington Heights branch of the retailers to tell them of Council activities and particularly to give them an opportunity to tell him at first-hand what grievances were uppermost in their minds. Somewhat to his surprise, two speakers promptly arose and said that so far as they could observe packers' representatives seemed anxious nowadays to adjust any legitimate complaint—that at least they were always willing to hear the retailer's side, provided it were put to them definitely and in a courteous way.

**Grimm for Co-operative Work.**

Commenting the other day on this phase of retailer-packer relations, President August F. Grimm of the Council said: "I don't see how in a big city like New York we are ever going to be entirely free of conditions that make for grievances on some one's part. I do believe, though, that if the retailer keeps at this particular problem firmly and in a friendly spirit that conditions will steadily become better."

However, the handling of questions that create friction in the industry is only a small part of the work of the New York Meat Council. One of its major activities carried forward through its Committee on Public Relations is to interest and inform the public in regard to the meat industry. Whenever there is a glut of any meat product on the New York market, this committee sees to it that the story is carried to the consumer through the columns of the daily press. When seasonal periods, like Christmas and Thanksgiving, come around with heavy sales of particular products and there are rumors and alarms about prices, it likewise sees to it that the consumer hears the truth through the columns of the morning and evening papers. When some critic rushes into print with a twisted statement about some phase of the meat business, the committee promptly makes a reply.

**Good Things Council Has Done.**

The activities of the New York Council have been somewhat limited by the amount of funds available. The Council has never possessed a deep purse. Each of the retailer branches has made contributions and the wholesalers have made available certain funds, but the total has always been modest. Everyone realizes that the last three years have been lean years throughout the industry and that promotional undertakings of only a modest nature are possible. The Council, however, has been able to prepare and publish an experimental system of cost accounts for retailers and to handle several "Eat More Meat" campaigns, involving the use of posters for retailers' shop walls and windows. It has helped several speakers prepare speeches on the meat industry which have been broadcast from well-known radio stations.

The Meat Council has enjoyed the cooperation of the Department of Foods and Cookery of Teachers' College, Columbia University, in teaching the summer session students, by meat cutting demonstrations, how to use the various less expensive cuts of meat; how to get from them the most palatable dishes at the lowest cost.

In this work, Mr. George Kramer, treasurer of the Meat Council and an officer of the United Master Butchers of America, is master of ceremonies.

Mr. Kramer advises them to "buy forequarter cuts, and live cheaply," which he says can be done without sacrifice of taste or food value.

**Kramer Demonstrates Cheap Cut.**

He shows that this is possible because the supply of all cuts is at a relatively

FRANK P. BURCK,
Chairman Grievance Committee, New York Meat Council.

fixed ratio at all times and that demand, in centering on a relatively few of the choicer cuts, which comprise approximately 25 per cent of the meat of the animal, reach relatively high levels in price while the remaining less demanded, but equally nutritious and palatable cuts, which comprise the greater part of the animal, are for the most part available at relatively low prices and are disposed of at values that in many instances do not equal wholesale cost.

(Continued on page 57.)

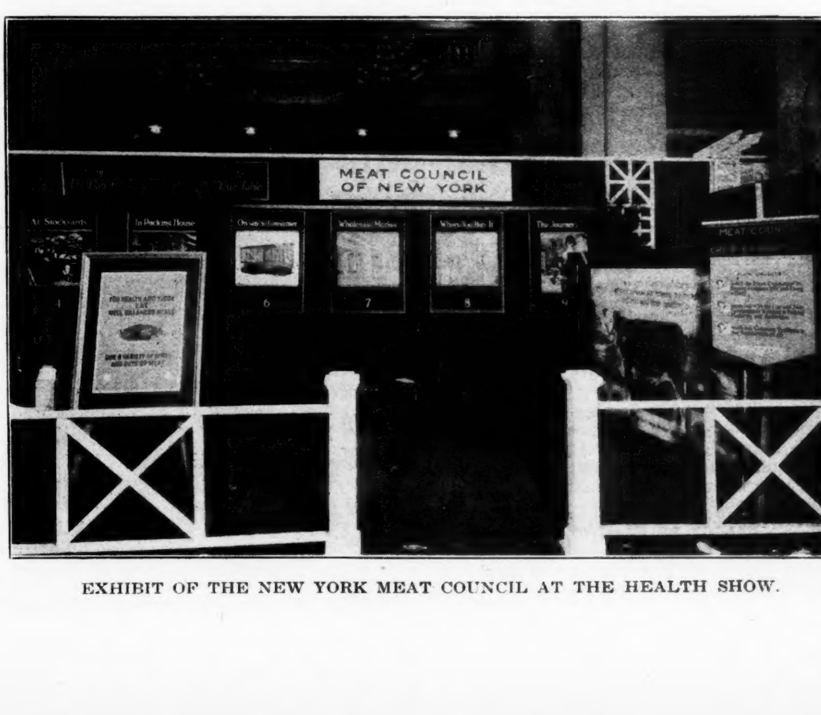



EXHIBIT OF THE NEW YORK MEAT COUNCIL AT THE HEALTH SHOW.

# Armour Statement Shows Financial Strength

To indicate its financial strength as a result of the recent financing, which was described some time ago in the columns of THE NATIONAL PROVISIONER, Armour and Company has made public a consolidated balance sheet as of December 31, 1922, showing the present position. While this is merely a consolidated statement, President F. Edson White in a statement to stockholders said that it was thought advisable to have it prepared in view of the misunderstanding that evidently exists as to the affairs of the company because of recent publicity.

This consolidated statement, which has been completed, according to President White shows the condition of the company and all of its subsidiaries, including Armour and Company of Delaware as of December 31, 1922, after giving effect to the recent financing, the details of which are now being closed.

President White stated that the officers and directors feel sure that the stockholders will be gratified at the strong financial condition of the company disclosed by the accompanying consolidated balance sheet and that the business of the company gives every indication of having permanently returned to a normal basis.

### Good Position from Bank View.

This balance sheet evidences the excellent financial condition of Armour and Company. Current assets amount to two and one-third times current liabilities—an unusually favorable situation from a banking standpoint.

War financing has been replaced by more permanent but less expensive financing. Notes payable which amounted to approximately 130 million at the close of the fiscal year 1921, now stand at approximately 60 million, and a most substantial savings in interest charges is represented thereby.

With all war-time losses finally figured in and accounts adjusted accordingly, the business is now able to proceed on the basis of its most recent balance sheet, which means that a continuation of business such as we are now enjoying will result in reasonable profits.

### Chief Item Is Surplus Account.

The outstanding item in this balance sheet, because it gives an inkling of the earnings in 1922, is the surplus account. As of December 31, 1922, this account totaled $40,376,402. The only comparison available is that of October 29, 1921, when surplus stood at $63,454,697, indicating a loss in the ensuing fourteen months of $23,078,295. This would compare with a loss of $31,709,817 after charges and taxes in the fiscal year ended October 29, 1921, and a drawing on surplus in that same period of $16,256,797.

The whole story of Armour & Co.'s operations last year, however, is not told in this balance sheet. The statistics represent a consolidation of figures for both the parent Illinois company and the recently formed Armour & Co. of Delaware, as well as showing a half interest in Sociedad Anomina La Blanca. There is no income account, so no data is available as to earnings.

President White has stated that an audit of the company's books is now being made by an independent firm of public accountants, and when their work is completed the usual annual statement will be made public.

### Company on Its Own Feet.

By peering behind the curtains one can readily see why the officials of Armour & Co. thought it necessary to issue this preliminary summing up of the packing house's financial condition. In the story that was published last week of the formation of a voting trust managed by influential bankers, there was read into the account by many persons a meaning that the banks were taking over the company. That always has an ominous sound.

Such is far from the case. Armour & Co. is able to stand on its own financial feet. The bankers are merely performing a corporate function, in connection with financing and the sale of additional stock. The security holders do not need a banker's hand clutched on the property to protect their interests. The company is sound and its condition is sufficient protection for security holders.

### Details of Organization.

In the future building up of Armour & Company the company will have the aid of the strong group of New York and Chicago banking houses which undertook the refinancing plan. It is understood that the next step will be a reorganization of the directorate and creation of a trusteeship and executive committee.

Under the refinancing plan a voting trust composed of Arthur Reynolds, president of the Continental & Commercial National Bank, Chicago; Samuel McRoberts of the Chase Securities Corporation, New York, and a third representative of the New York banking group, will be created. It is understood Mr. Armour will place 51 per cent of the common stock of Armour & Company in the voting trust for a period of five years.

It is understood that the executive committee will consist of the three trustees—Mr. Armour and his two nephews, Philip and Lester Armour. In the reorganization of the directorate it is also understood that the trustees will be represented.

The annual meeting of Armour & Company was scheduled for last week. The meeting was adjourned to a later date, however, in order to permit of the completion of all details in connection with the transfer of various properties from Armour & Company of Illinois to the Delaware corporation.

Some items in the recently issued financial statement of Armour & Company, covering its financing through creation of Armour & Company of Delaware, were explained by the company's bankers in a recent statement. The fact that the $60,000,000 common stock of the Delaware corporation did not appear in the financial statement had somewhat puzzled the public.

It was said by the Armour bankers that the Delaware company's common stock, which goes to the parent company in part payment for assets transferred, should be regarded as represented in the class A and B common shares of Armour & Company of Illinois, which remain at a total of $100,032,000. It was said it is not necessary to make a separate item of the Delaware company's common stock, inasmuch as it was not sold, as were the $60,000,000 preferred stock and $50,000,000 bonds, but merely represented a change in the form of assets.

The representation of the stock of the Delaware subsidiary in the common stock of the old company was said to effect no change in the equity of the preferred stock of Armour & Company of Illinois, inasmuch as the preferred stock is entitled to full consideration after the bonds and preferred stock of the Delaware corporation, which are guaranteed, and the bonds of Armour & Company of Illinois.

It is true that there are some remarkable contrasts in the consolidated statement as of December 31, 1922, as compared with the previous annual statement covering the twelve months up to October 29, 1921. But much of the adjustment represents constructive shifting of accounts for the better working out of Armour & Co.'s affairs, to put them on a more stable basis, a part of which was accomplished through the formation of the Delaware subsidiary, which is owned and controlled by the parent Illinois company.

### "Two to One" Ratio.

There was a sharp cutting down in current assets and current liabilities between the times of issue of the two statements, but the ratio of a little better than 2 to 1 is still maintained. On December 31, 1922, current assets were $190,493,630 and current liabilities $80,885,818. On October 29, 1921, current assets were $302,634,805 and current liabilities were $145,276,871.

The plant account, representing buildings, equipment, land, franchises, etc., which in reality is the capital of Armour & Co., showed an increase between the two dates of $64,398,830. The figures at the end of 1922 include $15,698,099 carried at net book values on property not yet appraised. This indicates the company has greatly augmented its facilities in the last year or more. Marketable securities and receivables show a considerable falling off but cash on hand and in banks is $6,000,000 larger.

On the whole, the balance sheet, even though it fails to tell all the story because of the lack of details due to delay in the final audit, is a favorable one. It should show the chary that there is no reason for any misconstruction of recent events in the company's affairs that would indicate that Armour & Co. is not in first-class shape. The company has had a trying two years after the post-war inflation period, but it has now taken its losses completely, readjusted its financial house and is in position to face the future, which officials of the company confidently predict will be better.

### Balance Sheet Given.

In the following table is shown the balance sheet as of December 31, 1922, with a comparison with other balance sheets issued at the close of the following fiscal year:

| | Dec. 31, '22. | Oct. 29, '21. | Oct. 30, '20. | Nov. 1, '19. |
|---|---|---|---|---|
| ASSETS. | | | | |
| Plant, cars, equipment, land, franchises | $189,419,470 | $125,020,640 | $102,009,591 | $ 88,386,602 |
| Car trust agreement | ......... | 6,718,617 | 7,360,126 | 3,798,416 |
| Investments | 46,377,104 | 46,162,212 | 57,333,366 | 55,626,867 |
| Inventory | 78,950,828 | 83,320,641 | 136,723,528 | 159,108,151 |
| Marketable securities | 17,722,676 | 27,115,686 | 28,631,135 | 15,780,526 |
| Bills receivable | ......... | 15,733,215 | 10,333,858 | 6,907,455 |
| Accounts receivable | *59,675,551 | 148,283,440 | 147,188,262 | 135,565,771 |
| Cash | 34,144,574 | 28,181,823 | 35,908,591 | 25,635,855 |
| Deferred charges, including unamortized discount | 15,299,415 | ......... | ......... | ......... |
| Total assets | $441,589,620 | $480,536,274 | $525,488,457 | $490,809,643 |
| LIABILITIES. | | | | |
| Preferred stock | †$119,295,400 | $ 50,671,400 | $ 50,670,300 | $ 28,390,600 |
| Common stock | ......... | ......... | ......... | 100,000,000 |
| Common A stock | 50,032,000 | 50,032,000 | 50,000,000 | ......... |
| Common B stock | 50,000,000 | 50,000,000 | 50,000,000 | ......... |
| Bonds | ‡100,000,000 | 50,000,000 | 50,000,000 | 50,,000,000 |
| Gold notes | ......... | 59,968,000 | 60,000,000 | ......... |
| Due allied companies | ......... | ......... | ......... | 30,739,591 |
| Debentures | ......... | 5,592,900 | 7,641,900 | 31,609,400 |
| Notes payable | 59,365,570 | 129,198,913 | 148,907,030 | 140,081,760 |
| Accounts payable | 20,633,078 | 16,077,958 | 20,442,738 | 24,068,826 |
| Reserves | 1,000,000 | 5,540,406 | 7,114,995 | 5,440,284 |
| Profit and loss surplus | 40,376,402 | 63,454,697 | 80,711,494 | 80,479,182 |
| Preferred dividends payable | 887,169 | ......... | ......... | ......... |
| Total liabilities | $441,589,620 | $480,536,274 | $525,488,457 | $490,809,643 |

*In 1922 includes both notes and accounts receivable. †In 1922 includes $59,295,400 for Illinois company and $60,000,000 for Delaware Company. ‡In 1922 includes $50,000,000 each for Illinois and Delaware companies.

## TRADE GLEANINGS.

The Westminster Fertilizer Co., Westminster, Md., has increased its capital to $30,000.

The Ohio Provision Co., Clark Ave., Cleveland, O., has plans for a cooler to cost about $40,000.

The Union Packing Co., Los Angeles, Cal., has recently started the construction of a packing plant.

The Grande Ronde Meat Co., LaGrande, Ore., has recently completed its packing plant and has started operations.

The F. F. V. Products Co., East Camp, at the Naval Base, Norfolk, Va., is being organized and will shortly erect a packing plant.

The Home Packing Co., Toledo, O., recently organized by Philip Provo, August Smith, Daniel and others, will start active operations about March 1, 1923.

Irvin R. Boody & Co., 82 Beaver street, New York City, has been organized and has begun a general import, export and commission house business in vegetable oils. Mr. Boody has long been a well known figure in this field.

Retailers and wholesalers in Grand Rapids, Mich., have organized a packing company with a capital of $200,000 and will erect a packing plant in the near future. Stockyards are also to be built. The officers of the company are as follows: President, Earl McGrath; vice-precident, A. J. Longstreet; secretary, M. J. VanZaeren; treasurer, William Batt; directors, the officers and R. C. Blue, M. B. Chandler and Harry Thomasma.

## HOW MUCH MEAT WE EAT.

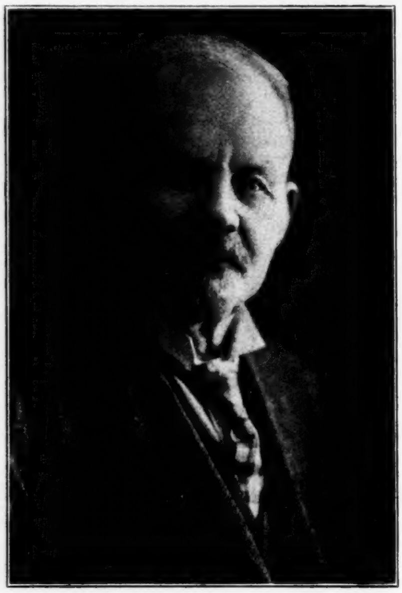
More meat was consumed in the United States last year than in any year since 1911, the Department of Agriculture announced recently. The total consumption was estimated at 16,333,000,000 pounds, which amounts to 149.7 pounds per person. The per capita consumption showed an increase of six pounds over 1921 and six and one-half pounds over 1920.

"Coupled with the decrease in the exports and somewhat higher prices to purchasers in 1922," the department said, "these figures evidence a satisfactory state of the home market, due doubtless to the prosperous condition and better purchasing power of the people generally."

The average meat bill per person in 1922, according to the estimates, was made up of 61.4 pounds of beef, 7.3 pounds of veal, 5 pounds of mutton and lamb, and 76 pounds of pork.

## PASSING OF MILTON F. WILLIAMS.

One of the best known characters affiliated with the meat packing and allied industries passed away on February 8, when Milton F. Williams, president of the Williams Patent Crusher & Pulverizer Company, died at St. Louis, Mo., after an illness of 18 months. Mr. Williams went to St. Louis over 50 years ago, starting in as a millwright in a small machine shop. He was widely known as the inventor of the hinged hammer principle of crushing, grinding and shredding. He had



THE LATE MILTON F. WILLIAMS.

a wide acquaintance among the manufacturers of the country, and always took an interest in anything which had to do with the advancement of industry. He was one of the earliest associate members of the American Meat Packers' Association.

He is survived by a widow, three sons—Milton Judson of Chicago, Arthur F. of Clayton, Oliver J. of San Francisco—and a daughter, Mrs. Edgar M. Carson of St. Louis.

## ARMOUR LEATHER SHOWS PROFIT.

The Armour Leather company, in its annual report covering the fourteen months ended Dec. 21, shows net profits of $1,971,942, after all charges, without including its 70 per cent interest in the earnings of the Eastman leather company, which had one of its best years. In its 1921 fiscal year Armour Leather had a loss of $7,564,197, and in 1920 a loss of $4,313,654.

In analyzing the betterment in the earnings the report shows a gain of $765,000 for the six months ended April 29, 1922, a gain of $790,561 in the six months ended Oct. 28, 1922, and a gain of $416,359 in the two months ended Dec. 30, 1922, indicating a material increase in the rate of improvement toward the close of last year. The total of these gains, with $26,725 from "adjustment of assets," which applied to the deficit of $11,887,850 accumulated in the years 1920 and 1921, brings the deficit down to $9,879,182.

## CINCINNATI ABATTOIR SETTLEMENT.

By agreement of attorneys an order was recently entered in the Common Pleas court at Cincinnati for settlement of the affairs of the Cincinnati Abattoir Co. by the receiver, Charles Strebel. It is believed the creditors of the company will realize from 50 to 75 per cent of their claims when this settlement is completed.

The settlement does not affect the personal suits which the receiver of the abattoir company filed some time ago against General Michael Ryan and Joseph Ryan on claims alleged to be due for money advanced them and the Ryan Soap Co. It does not affect, either, the suits by the Fifth-Third National Bank against members of the Ryan family and other directors of the Abattoir company on alleged guarantees for money loaned the company by the bank.

## ARMOUR FIRE SPRINKLERS WORK.

Newspaper reports regarding the recent fire at the Armour plant at Omaha erroneously stated that on account of the intense cold the water tanks had frozen and rendered inoperative the interior sprinkler system of the plant. The fact was, however, that the sprinkler system was not frozen. It operated immediately at the time the fire alarm was turned in. There are no water tanks on the building as the tank is on the hill alongside the office. It operated for more than five hours after the outbreak of the fire and it was supplemented by the regular fire pumps.

THE

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## A Voice from the Tomb

A minor feature of the recent national convention of livestock producers at Los Angeles, Calif., was the resurrection of Francis J. Heney, who investigated the packers back in 1917, and then was buried deep by the voters of California when he tried to run for public office.

Somebody dug him out of the grave to make a speech to the livestock men. Whether the purpose was to attack the packers or the local stock yards enterprise was not clear. At any rate, he did both.

His attack on the meat packing industry consisted of a repetition of his ante-mortem stump speeches. Evidently news of the day has not reached Mr. Heney in his mausoleum. He has not kept up with the progress of events in the packing industry, and he has not heard of the enactment or enforcement of the Federal Packers and Stockyards Act.

His hearers evidently had this advantage over him, judging by the indifference with which his remarks were received. His appearance was in bad taste, to say the least. But it will serve as the excuse for nailing down the lid of the coffin with a few facts.

The big packers were pictured as killing off competition of smaller packers. Figures recently submitted to Congress by the Secretary of Agriculture show that the reverse is true. These figures show that the five largest packers' slaughters decreased each year from 1919 to 1922 in comparison to total killings, while the totals of the smaller packers steadily increased.

These official figures for the fiscal year 1921—the latest comparisons available—show that of the total number of cattle slaughtered in that year, both inspected and otherwise, the so-called "Big Five" killed 48.3 per cent, while others killed 51.7 per cent. Hog slaughters were only 32 per cent for the five large packers, compared to 68 per cent for others.

The old fiction was repeated about the packers fixing hide prices and concealing profits in their cattle cost accounting. Nothing was said about losses suffered during the time that hides dropped in value from 50 cents to 10 cents per pound. It is the value of the cured hide that is considered in figuring costs and profits. Profit figures include the returns from beef, cured hides and all other by-products manufactured to a merchantable condition.

Manifestly the Heney speech was an attack on packers and central livestock markets. The logic of facts and of events may be left to answer both. Since 1902 there has been no collusion to divide livestock receipts, central shipments, divide territory or control prices in any way whatever.

On the other hand, smaller packers have gained substantially in their proportion of the total business handled, and are continuing to gain. "The Packers' Encyclopedia" gives data of more than 700 such concerns in every state in the Union, with new ones added every month. Mr. Heney in his grave—along with some others—probably never heard of "The Packers' Encyclopedia" or the Wallace packer statistics.

As for the stockyards, the central markets where producers find an outlet for their livestock at cash prices—these instruments of commerce are regulated by law and the regulating authority seems to be keeping them in pretty good order.

At Los Angeles, destined to be a great commercial metropolis, a new stockyards has just been started. It may or may not be significant that since the opening of this market the range of livestock prices at tributary country points has narrowed, and the low prices received by producers who sold on the farm have risen.

It seems to be a fact that both small packers and small livestock producers have benefited by the trend of events since the time when the voters of California interred Mr. Heney. His California friends should have let him rest in peace.

## Meat Packers and Universities

With packers and employes crowding the largest hall of the University of Chicago, Secretary of Agriculture Wallace, President Herrick of the Institute of American Meat Packers, and Thomas E. Wilson inaugurated the educational plan of the Institute which holds great possibilities for the entire meat industry.

This first series of general lectures is arousing great interest in the industry. It will give a survey that will be a splendid basis for any later study in specialized technical courses. The subjects themselves have been carefully chosen and there have been many requests already for the lectures in printed form. Each week in telling the story of the lecture of the week THE NATIONAL PROVISIONER will give the essential parts of the lecture in such a way that its readers can get the benefit of the course. Later it may be that the lectures will be printed in book form.

Given by experts in the various fields of the industry the following are the topics chosen: Livestock, the basic raw material of the packing industry; history and general economics; the packing plant and its equipment; financing the packing business; beef, lamb and by-products operations; pork operations; science in the packing industry, and the distribution of meat products.

Each of these lecture subjects has been carefully selected and has been assigned to a leader in the industry who is especially well qualified to speak on it. Everyone who has been asked to lecture has shown keen interest in the whole plan and is making a close study in order to present results in clear and concise fashion.

This is a very comprehensive survey of the entire meat industry. The interest which it has and will continue to arouse will stimulate thinking on various problems of the industry by presidents of packing companies, vice-presidents, departmental heads, foremen and ambitious juniors and other workers in untitled positions. It represents in the words of President Herrick "a new stage in the development of this industry."

# PRACTICAL POINTS FOR THE TRADE



## Shrinkage on S. P. Meats

An inquiry from a Western packer concerns the accepted trade methods and regulations concerning the handling of sweet pickled meats out of cure and allowances accepted in trading. The inquiry is as follows:

Editor The National Provisioner:

Will you please advise if there is any standard ruling in effect at the present time governing the shrinkage allowance on sweet pickle meats that is recognized by the packers in general throughout the country?

The particular points on which we desire information are:

First, how long after being pulled from the vats are sweet pickled meats allowed to stand before being weighed out, and what percentage of allowance is made on such weights?

Second, what percentage of allowance is made on sweet pickle meats which have been in storage in a freezer for a sufficient time to have become practically in a frozen state when weighed out directly from the freezer.

We would appreciate hearing from you in as much detail as possible covering this subject.

We note the inquirer mentions shrinkage allowance, while in all probability he means drainage allowance, and he inquires if there is any standard ruling in effect that is recognized by the packers in general throughout the country.

The answer is "Yes," and the following is a list of S. P. meats and figures showing drainage allowance taken into consideration on sales of S. P. méats, and the same figures apply in large packinghouses in transferring S. P. meats to the smoke house or boiled ham department:

S. P. regular hams, 4%
S. P. skinned hams, 5%
S. P. calas, 5%
S. P. bellies, 5%
S. P. boneless butts, 10%
D. S. meats, *actual

*Arrived at by a sweeping test.

In answer to the first question in the second paragraph of the inquirer's letter: "How long after being pulled from the vats are S. P. meats allowed to stand before being weighed out, and what percentage of allowance is made on such weights?"

The S. P. meats are weighed immediately after being removed from the vats the meats are cured in, and the drainage allowance should be shown on load ticket on deliveries to smoke house or boiled ham department in large packinghouses. In selling carload lots of S. P. meats the drainage is usually figured when the loading of the car is completed and the entire quantity of S. P. hams loaded in car. The proper method of figuring the drainage allowance is as follows:

For instance, one car containing 30,000 lbs. S. P. regular hams, on which there is drainage allowance of 4%. Divide 104 into 30,000 lbs., which will give weight of S. P. meats after drainage allowance has been deducted. In case of S. P. skinned hams divide by 105, etc. In the case of the S. P. regular hams cited above, this will give weight of meats after drainage is deducted of 28,846 lbs., or drainage allowance of 1,154 lbs.

In answer to the second question: "What percentage of allowance is made on S. P. meats which have been in storage in a freezer for a sufficient time to have become practically in a frozen state when weighed out directly from the freezer?"

This depends largely upon the manner in which the S. P. meats are handled, and how long they have been drained before being sent to storage or the freezer. A great deal depends on whether meats are drained on provision racks or piled on the floor. Meats drained on provision racks will lose the pickle more rapidly than if they are piled on the floor, as the pickle has an opportunity to drip off the racks to the floor and run to the sewer. In draining S. P. hams for a few days on provision racks preparatory to freezing, the shrinkage should run about 2%.

Further, in regard to S. P. hams delivered to the boiled ham department: If the S. P. hams are not strictly mild cure, non-pumped hams, it is necessary to soak them a given length of time, depending upon the number of days in cure. They are to be soaked in warm water at a temperature of 110 deg. F. The warm water penetrates the ham and forces the pickle or cure out, and the amount of pickle or cure lost in the soaking process is made up in the absorption of warm water. The S. P. hams are then boned and the hams will shrink about 2% through the boning process, in removing the bone, lifting skin and removing surplus fat. This represents the loss of moisture or pickle in the hams during this process.

We presume the inquirer understands that the figures on shrinkage as shown here do not represent the full gain in cure, but are what the departments and buyer are entitled to and are adopted by all packinghouses.

The Chicago Board of Trade recognizes these figures. Section 13 of rule 25 in the rules, by-laws and regulations of the Board of Trade of the city of Chicago, in force August 1, 1922, reads as follows:

"In case of no specific agreement, the saltage allowed on bulk meats shall be 1%; but should the buyer or seller object, the inspector shall sweep as many drafts as he may consider necessary, and the percentage so determined shall be binding on both parties. One per cent drainage shall be allowed on barreled pork, 4% on sweet pickled hams and 5% on sweet pickled picnics and sweet pickled bellies."

The allowance specified in this rule is made on the weight of cured meats taken directly from cure.

The shrinkage on cured meats while freezing is difficult to determine, and the inquirer should be governed by tests to determine the actual freezer shrinkage, which should be deducted from the recognized allowance when such product is shipped. This freezer shrinkage varies with the temperature in which the product is held and the length of time in such temperature.

"The Packers' Encyclopedia" contains the complete Board of Trade rules on pork cuts, as well as a complete chapter on the curing of pork cuts. THE NATIONAL PROVISIONER of November 18, page 26, also contains a lengthy article on this subject.

### AVERAGE WEIGHTS OF PORK CUTS.

In the February 3rd issue of THE NATIONAL PROVISIONER a reply was given to the question of a Northwestern packer concerning trade customs in the delivery of hams, bellies, etc.

At that time he was referred to the official regulations of the Chicago Board of Trade, definitions and illustrations of the various pork cuts and tables of averages as appearing on pages 79, 87 and 89 of "The Packers' Encyclopedia," together with further interpretations of averages, etc.

For the further information of the inquirer the following explanation as to trade customs regarding range and average on delivery of hams, bellies or carcasses is given:

Referring to the second paragraph of the inquiry, in which he states: "Hypothecating the proposition, we might sell a parcel of ten to twelve average bellies. Will the customs of your trade require us to fill the order with bellies none of which weighs less than ten pounds nor more than twelve pounds, or will we be permitted to load bellies as high as fifteen

pounds in weight and as low as eight pounds, maintaining, however, the average of the whole lot within ten to twelve pounds?"

In 75 per cent of the sales made he would find no objection to the latter, but with critical buyers the former weights—maximum 12 lbs., minimum 10 lbs.—would be the best course to pursue. However, it is policy to issue a confirmation before shipment is made, and in this confirmation specifiy first the average, and then state that the heavy end of the lot of bellies are not to exceed 12 lbs. and the light end of the lot are not to weight less than 10 lbs.

This leaves no room for controversy, whereas if you specify 10 to 12 lb. average in phone conversation or in letter the seller would be justified in taking advantage of the terms of sale by going up to 15 or 16 lbs. and down to 7 or 8 lbs. to strike the average mentioned. The same applies to hams.

In regard to range: For instance, if a range of 17 to 23 lbs. were specified, the interpretation of this would be that any hams running heavier than 23 lbs. or less than 17 lbs. would be rejected. Or the buyer could reject the whole car, as in some cases where the prices drop it is very easy to take advantage of a transaction of this kind and reject the entire carload, whereas if the market had gone up the buyer would consider it a good buy, even if there were a few pieces over and under in weight.

Regarding carcasses, it is presumed the inquirer refers to dressed hogs or pigs. It is a good practice to issue confirmations on the purchases of dressed pork, and specify close range in the average. And if the terms of the sale are not lived up to, this gives buyer the opportunity of making claim according to valuation of heavy or light end included in the specified delivery.

### A Rendering Sensation

Publication in THE NATIONAL PROVISIONER of the new Harding rendering process—or dry cooking process, as the inventor prefers to call it—seems to have created a sensation in the trade. Inquiries concerning it have poured in from all over the country, both to THE NATIONAL PROVISIONER and to manufacturers of rendering equipment.

An Eastern machinery manufacturer writes: "I have been deluged with inquiries since your article appeared. It is great stuff!"

A well-known Middle West manufacturer writes: "Since this article came out our inquiries have doubled."

Packers and renderers evidently keep a close watch on THE NATIONAL PROVISIONER for new developments. THE NATIONAL PROVISIONER will be glad to provide all possible information concerning the various systems of rendering now on the market, and invites inquiries and comments from its readers, both renderers and manufacturers of rendering machinery.

### NAMES ON MEAT CONTAINERS.

Rules regulating the use of names on meat product containers in explaining the official regulations of the U. S. Bureau of Animal Industry have been issued by Dr. J. R. Mohler, chief of the bureau. In a circular letter, No. 1164, Dr. Mohler makes several important points which will be of interest to packers. This letter is as follows:

To Inspectors in Charge of Meat Inspection and Proprietors and Operators of Official Establishments:

Referring to B. A. I. Order 211 (Revised), Regulation 17, Sec. 1, Par. 1, and Sec. 2, Par. 1, which provide that immediate or true containers shall bear the true name of the meat or product contained therein, it should be observed that a coined or fanciful name, which does not in itself serve to identify the product to which it is applied, will not in future be acceptable as the true name of the product within the meaning of the regulation cited. Illustrations of such a name may be found in the terms "Camping Delight," "Luncheon Spread," "Breakfast Tasties," "Noontime Relish," "Luncheon," etc.

However, no exception will be offered to such a name when preceded by a qualification indicating the character of the product, such as "Pork Camping Delight," etc., or the application of the coined name immediately followed by a prominent statement of ingredients arranged in the order of their percentages. In the absence of either of these qualifications the coined name should be accompanied by the statement "a meat food product," or a similar acceptable statement.

By reason of long and common usage certain terms such as "Cooked Specialty" and "Minced Roll" have become generic or well established trade names. Therefore no objection is offered to the use of these terms without qualification, as true names of products prepared as heretofore, without the addition of cereal, similar substances, or excessive water. The term "Baked Loaf" or similar term, is regarded as a true name of a product to which it is properly applicable.

In a number of instances cloth bags bearing unqualified names of the character referred to in the first paragraph of this letter, and containing chopped or comminuted products, have been approved in the absence of a specific classification which would serve to differentiate between such coined names and generic or established trade names referred to in the second paragraph of this letter.

Supplies of approved containers on hand bearing such coined names, and which in other respects conform to existing requirements, will be permitted to be used pending the submission of information as to the approval number of such bags, the quantity on hand and the length of time it will take to exhaust the supply. Before new supplies are prepared sketches or proofs prepared in conformity with the requirements outlined, should be submitted for approval.

The foregoing supersedes any rulings to the contrary which may have been given in previous correspondence, and in case of doubt as to the scope of the ruling, inquiry as to proposed names, or the limitation of those previously approved, should be submitted to the Washington office through the inspector in charge.

The foregoing ruling does not apply to meat food products in animal casings, the labeling of which is amenable to Regulation 17, Sec. 9, Par. 3, or to compounds which must be labeled as prescribed in Regulation 17, Sec. 9, Par. 9.

J. R. MOHLER,
Chief of Bureau.

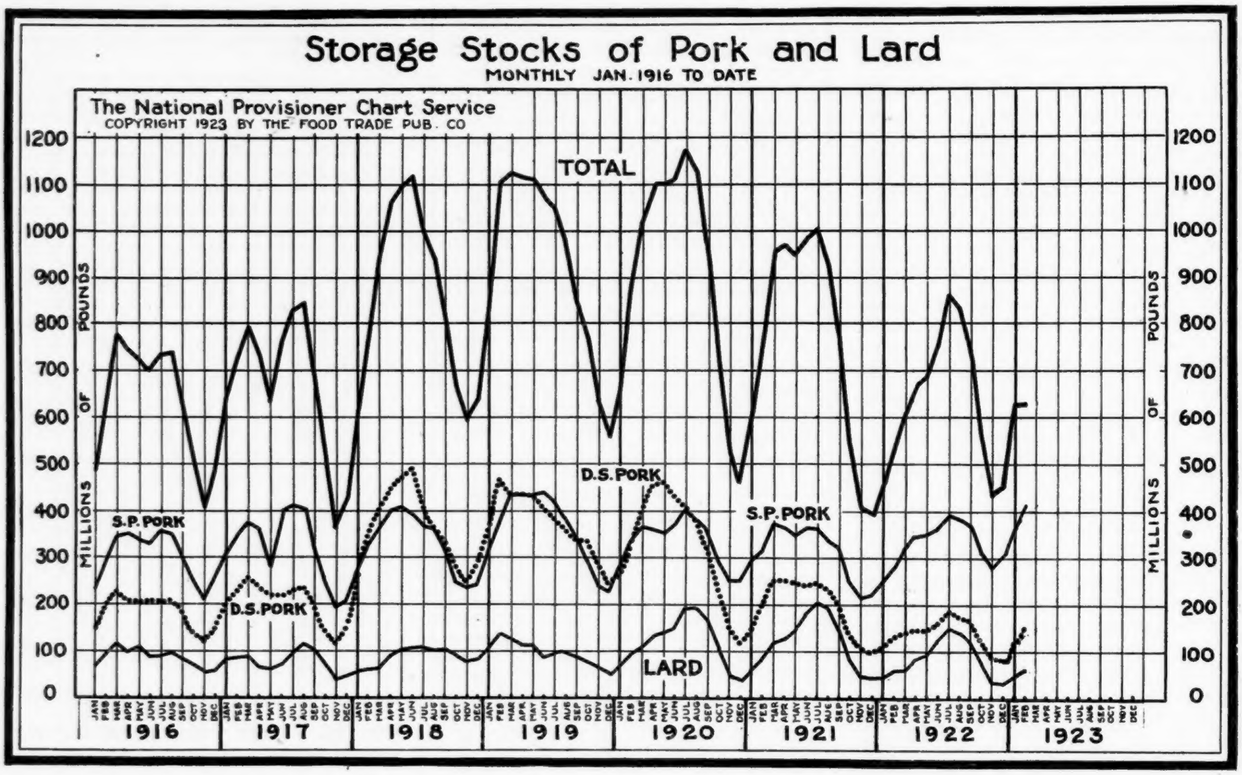
**What are the yields in cutting carcass beef, New York or Philadelphia style, compared to the Chicago method? Ask THE BLUE BOOK, the "Packer's Encyclopedia."**

# *Export Demand and Home Market Bear Storage Stocks*

In spite of the fact that cold storage stocks show some increase over those of the previous month, export trade conditions and the lack of a very strong home market for some commodities have not allowed the accumulation of stocks to the extent that is usual at this time.

Lard is not accumulating as fast as it should normally at this time of year because there is so much going for export. Never before has there been quite the situation that exists as to lard. Europe simply has to have lard. Germany and other countries find American fats an absolute necessity, and there is no competing fat as long as the price is reasonable. The extent to which Europe takes our lard is seen in the figures for 1922. Out of total exports of lard valued at $97,000,000 Europe took $76,000,000.

On the other hand some cut meat stocks are accumulating, due to no home market. As an example, among the sweet pickled meats is S. P. skinned hams. On January 31, 1923, there were 6,780,216 pounds in storage at Chicago. But this was only about one-quarter of the amount in storage last year January 31, when there were 24,515,188 pounds.




The figures on which this chart is based are the official reports of the U. S. Bureau of Agricultural Economics. The total includes D. S. Pork, S. P. Pork, Frozen Pork and Lard.

## COLD STORAGE STOCKS COMPARED.

The actual figures of cold storage stocks of pork and lard in the United States at the beginning of each month, 1916-1922, 000's omitted, on which THE NATIONAL PROVISIONER'S chart is based, are as follows:

**1923.**

(At the first of each month.)

| | Frozen pork, lbs. 000s omitted. | S. P. pork lbs. 000s omitted. | D. S. pork, lbs. 000s omitted. | Lard, lbs. 000s omitted. | Total stocks, lbs. 000s omitted. |
|---|---|---|---|---|---|
| January ..... | 72,214 | 376,053 | 119,045 | 47,705 | 615,017 |
| February ... | 119,427 | 155,594 | 411,804 | 55,780 | 623,178 |
| January ..... | 49,520 | 252,062 | 108,880 | 46,714 | 457,176 |
| February .... | 71,711 | 282,070 | 128,067 | 60,555 | 542,403 |
| March ...... | 85,136 | 320,796 | 139,358 | 61,258 | 606,548 |
| April ....... | 98,233 | 346,815 | 144,772 | 85,445 | 675,265 |
| May ........ | 103,966 | 347,552 | 142,018 | 95,882 | 689,418 |
| June ........ | 114,149 | 363,229 | 157,468 | 123,670 | 758,516 |
| July ........ | 128,577 | 392,854 | 186,215 | 154,826 | 862,472 |
| August ...... | 117,821 | 386,785 | 179,940 | 143,521 | 828,067 |
| September .. | 84,819 | 368,833 | 166,331 | 118,272 | 727,356 |
| October ..... | 54,122 | 312,164 | 123,238 | 75,156 | 565,156 |
| November ... | 31,277 | 278,159 | 85,741 | 36,727 | 431,904 |
| December ... | 34,347 | 301,388 | 82,551 | 32,455 | 450,741 |

**1921.**

| | | | | | |
|---|---|---|---|---|---|
| January ..... | 93,990 | 294,993 | 144,997 | 59,319 | 593,299 |
| February .... | 150,594 | 316,328 | 202,909 | 83,549 | 753,380 |
| March ...... | 208,889 | 376,376 | 251,893 | 117,690 | 954,848 |
| April ....... | 219,964 | 367,553 | 255,390 | 128,614 | 971,521 |
| May ........ | 201,247 | 352,587 | 247,239 | 150,984 | 952,057 |
| June ........ | 194,500 | 366,360 | 240,152 | 180,620 | 981,632 |
| July ........ | 182,799 | 366,928 | 249,804 | 205,878 | 1,005,400 |
| August ...... | 150,048 | 339,327 | 231,364 | 194,952 | 915,691 |
| September .. | 103,722 | 321,139 | 202,802 | 149,671 | 777,334 |
| October ..... | 64,188 | 255,300 | 149,493 | 83,823 | 552,804 |
| November ... | 38,430 | 212,388 | 108,401 | 49,093 | 408,312 |
| December ... | 37,326 | 220,815 | 96,345 | 41,911 | 396,397 |

**1920.**

(At the first of each month.)

| | Frozen pork, lbs. 000s omitted. | S. P. pork, lbs. 000s omitted. | D. S. pork, lbs. 000s omitted. | Lard, lbs. 000s omitted. | Total stocks, lbs. 000s omitted. |
|---|---|---|---|---|---|
| January ..... | 55,551 | 279,467 | 262,620 | 62,614 | 660,252 |
| February .... | 106,076 | 337,238 | 332,848 | 97,649 | 873,411 |
| March ...... | 132,095 | 369,026 | 402,229 | 111,975 | 1,015,325 |
| April ....... | 148,922 | 361,973 | 457,745 | 132,993 | 1,101,633 |
| May ........ | 144,453 | 353,864 | 462,389 | 141,819 | 1,102,525 |
| June ........ | 156,963 | 371,593 | 430,782 | 152,307 | 1,111,645 |
| July ........ | 169,616 | 403,719 | 408,681 | 193,316 | 1,175,332 |
| August ...... | 161,804 | 389,896 | 381,328 | 191,531 | 1,124,559 |
| September .. | 129,197 | 361,381 | 316,433 | 170,774 | 977,785 |
| October ..... | 87,592 | 295,460 | 233,389 | 109,258 | 725,699 |
| November ... | 67,148 | 254,838 | 150,812 | 47,329 | 520,127 |
| December ... | 60,007 | 252,270 | 114,400 | 36,683 | 463,360 |

**1919.**

| | | | | | |
|---|---|---|---|---|---|
| January ..... | 61,539 | 302,763 | 359,254 | 104,274 | 827,830 |
| February .... | 104,708 | 392,260 | 471,747 | 138,353 | 1,107,068 |
| March ...... | 128,897 | 435,197 | 435,661 | 125,410 | 1,125,165 |
| April ....... | 142,189 | 431,714 | 430,205 | 112,469 | 1,116,577 |
| May ........ | 139,205 | 434,671 | 425,411 | 112,409 | 1,111,696 |
| June ........ | 144,212 | 440,989 | 402,652 | 83,096 | 1,070,949 |
| July ........ | 155,263 | 422,387 | 381,736 | 92,132 | 1,051,518 |
| August ...... | 131,137 | 384,764 | 366,547 | 100,478 | 982,926 |
| September .. | 90,510 | 341,724 | 338,270 | 87,947 | 858,451 |
| October ..... | 61,417 | 297,702 | 332,786 | 76,456 | 768,371 |
| November ... | 47,271 | 239,719 | 281,930 | 66,036 | 634,956 |
| December ... | 44,864 | 226,893 | 242,224 | 49,147 | 563,128 |

**1918.**

| | | | | | |
|---|---|---|---|---|---|
| January ..... | 41,663 | 269,003 | 252,934 | 54,539 | 618,139 |
| February .... | 61,659 | 322,004 | 341,422 | 59,310 | 784,395 |
| March ...... | 104,630 | 369,014 | 402,734 | 65,355 | 941,733 |
| April ....... | 116,548 | 402,378 | 448,114 | 89,854 | 1,056,894 |
| May ........ | 117,786 | 406,191 | 471,809 | 103,373 | 1,099,159 |
| June ........ | 118,601 | 397,486 | 493,795 | 106,194 | 1,116,076 |
| July ........ | 117,976 | 372,347 | 402,549 | 107,871 | 1,000,743 |
| August ...... | 108,220 | 365,941 | 370,203 | 102,411 | 946,775 |
| September .. | 71,385 | 315,517 | 333,472 | 104,668 | 825,042 |
| October ..... | 46,593 | 249,827 | 283,572 | 90,398 | 670,390 |
| November ... | 36,968 | 231,136 | 247,194 | 76,124 | 591,422 |
| December ... | 34,750 | 242,976 | 283,002 | 81,676 | 642,404 |

**1917.**

(At the first of each month.)

| | Frozen pork, lbs. 000s omitted. | S. P. pork, lbs. 000s omitted. | D. S. pork, lbs. 000s omitted. | Lard, lbs. 000s omitted. | Total stocks, lbs. 000s omitted. |
|---|---|---|---|---|---|
| January ..... | 50,564 | 307,478 | 200,998 | 80,977 | 640,017 |
| February .... | 66,062 | 348,269 | 228,424 | 86,208 | 728,963 |
| March ...... | 63,352 | 378,847 | 259,059 | 88,460 | 789,718 |
| April ....... | 64,996 | 362,931 | 234,396 | 65,779 | 727,502 |
| May ........ | 74,728 | 281,236 | 219,819 | 61,640 | 637,423 |
| June ........ | 77,534 | 403,185 | 213,802 | 72,365 | 766,886 |
| July ........ | 91,562 | 412,810 | 224,813 | 95,197 | 824,382 |
| August ...... | 96,648 | 403,704 | 231,905 | 112,249 | 844,506 |
| September .. | 72,286 | 328,943 | 195,678 | 102,172 | 699,079 |
| October ..... | 39,767 | 252,152 | 143,319 | 69,929 | 505,167 |
| November ... | 25,347 | 192,884 | 110,652 | 37,095 | 365,978 |
| December ... | 23,504 | 204,907 | 150,882 | 44,367 | 423,660 |

**1916.**

| | | | | | |
|---|---|---|---|---|---|
| January ..... | 44,194 | 230,881 | 145,661 | 63,304 | 484,040 |
| February .... | 63,376 | 298,939 | 194,053 | 92,342 | 648,716 |
| March ...... | 88,604 | 350,750 | 226,910 | 111,897 | 778,161 |
| April ....... | 88,344 | 351,051 | 206,703 | 97,237 | 743,335 |
| May ........ | 77,812 | 337,464 | 202,392 | 108,731 | 726,399 |
| June ........ | 83,195 | 326,183 | 206,008 | 85,113 | 700,499 |
| July ........ | 82,571 | 359,300 | 202,088 | 87,127 | 731,086 |
| August ...... | 85,845 | 350,570 | 205,251 | 95,991 | 737,657 |
| September .. | 63,420 | 303,399 | 183,194 | 82,028 | 632,041 |
| October ..... | 38,851 | 251,004 | 140,908 | 71,570 | 502,333 |
| November ... | 23,988 | 209,061 | 118,958 | 56,929 | 408,936 |
| December ... | 32,015 | 251,519 | 142,858 | 58,950 | 485,342 |

## NEW INVOICE FOR PARAGUAY.

Packers interested in making shipments of any sort to Paraguay should find out accurate information concerning a new form of consular invoice which must be used in connection with all such exportations. Samples of the new form also may be obtained from any Paraguayan consul in the United States.

# PROVISIONS AND LARD

## WEEKLY REVIEW

**All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces. pork and beef by the barrel or tierce and hogs by the hundredweight.**

**Trading Quiet—Futures Firmer—Hogs Steady—Hog Receipts Liberal—Exports Fair—Domestic Consumption Large.**

The product market during the past week has shown rather moderate changes developing some strength the past few days with a fairly active speculative interest in the future market but on the advance considerable selling developed, affected by the liberal movement of hogs and predictions of continued liberal movement. Receipts last week at the seven leading markets were 563,000, against 524,000 last year. The receipts for the week were 80,000 less than the preceding week. Packing showed some decrease during the week with a total at some points reported at 721,000 against 658,000 the corresponding week last year. Since November 1 the packing amounts to 13,582,000 hogs, against 9,661,000 last year. This increase is equal in round figures to an increase of about 688,000,000 lbs. of product, compared with last year, but total stocks on December 31 were only 153,000,000 lbs. more than last year.

**Small Increase in Product Stocks.**

The comparative figures of product stocks on February 1, 1923, compared with January 1, showed an increase of 117,000,000 lbs. The total product stocks of all product on February 1, including beef and lamb, amounted to 929,000,000 lbs., against 685,000,000 lbs. a year ago, and an average for five years on February 1 of 1,159,000 lbs. The increase for the month was not heavy, considering the large packing, while the total shows a decrease of 231,000,000 lbs., compared with the five year average for February 1. This is in face of the enormous packing which should have resulted in a very huge increase in product stocks if consumption had not increased.

Exports are also large. The exports for the past week were 30,530,000 lbs. of lard and 19,364,000 lbs. of meats. The exports of lard were roughly the product of about 900,000 hogs, and the enormous amount of lard going out, readily explains the fact that the total stocks of lard in the country on February 1 were only 55,780,000 lbs. against a five-year average of 88,013,000 lbs. The stocks on February 1 were only about two weeks' exports of lard, and reflect the enormous outward movement.

**Increased Domestic Consumption.**

The increase in domestic consumption of products of all kinds is reflected in the report which has been issued by the Bureau of markets, giving the figures for the production of animal products during the past twelve months based on the expected slaughter.

Analysis of these figures shows the following results in thousands, excepting on the question of dressed weights (000 omitted).

**Meat Production in 1922.**

| | 1921. | 1922. |
|---|---|---|
| Hogs— | | |
| Inspected slaughter., number.. | 38,982 | 43,104 |
| Average dressed weight. lbs.... | 173.1 | 172.8 |
| Product stocks, Jan. 1, lbs..... | 593,299 | 457,176 |
| Total production lbs......... | 6,746,835 | 7,447,736 |
| Imports, lbs. ............... | 816 | ........ |
| Total supply, lbs............ | 7,340,950 | 7,904,912 |
| Exports, lbs. ............... | 1,639,557 | 1,496,769 |
| Stocks, Dec. 31, lbs.......... | 462,636 | 615,017 |
| Total, lbs. ................. | 2,102,193 | 2,111,786 |
| Consumption, lbs. ........... | 5,238,757 | 5,793,126 |
| Cattle and Calves— | | |
| Inspected slaughter, cattle and calves, lbs. ............ | 11,416 | 12,859 |
| Average dressed weight cattle, lbs. .................. | 540.6 | 531.3 |
| Product stocks, Jan. 1, lbs.... | 84,548 | 142,813 |
| Production. lbs. ............ | 4,479,469 | 5,006,393 |
| Imports, lbs. ............... | 34,246 | ........ |
| Total supply, lbs............ | 4,598,263 | 5,149,206 |
| Exports, lbs. ............... | 217,429 | 183,441 |
| Stocks, Dec. 31, lbs.......... | 84,807 | 116,221 |
| Total, lbs. ................. | 302,236 | 299,662 |
| Consumption, lbs. ........... | 4,296,027 | 4,849,544 |
| Sheep— | | |
| Inspected slaughter, number.. | 13,001 | 10,929 |
| Product stocks, Jan. 1, lbs.... | 4,528 | 6,444 |
| Production for year, lbs....... | 493,572 | 418,292 |
| Imports, lbs. ............... | 25,395 | ........ |
| Total supply, lbs............ | 523,494 | 424,736 |
| Exports, lbs. ............... | 64,101 | 1,955 |
| Stocks Dec. 31, lbs.......... | 6,444 | 4,528 |
| Total, lbs. ................. | 70,545 | 6,483 |
| Consumption, lbs. ........... | 452,949 | 418,253 |
| Total Consumption— | | |
| Hog products, lbs............ | 5,238,757 | 5,793,126 |
| Cattle and calves, lbs......... | 4,296,027 | 4,849,544 |
| Sheep, lbs. ................. | 452,949 | 418,253 |
| Total, lbs. ................. | 9,987,733 | 11,060,923 |

The increase in the total consumption for the year of all products was 1,073,190,000 lbs., or about 10%.

**German Livestock Situation.**

A report on the German situation of livestock and the imports and demand for foreign needs, gives some light on the large shipments which have been going on to that country during the past two months. This report says that the numbers of all classes of live stock show a drop. There were 16,309,000 head of cattle at the close of 1922, or 3 per cent less than at the end of 1921, and about 12 per cent less than in 1913.

Hogs numbered 14,682,000 or 8 per cent less than the preceding year, and 35 per cent less than in 1913. Sheep decreased 6 per cent since 1921 numbering 5,566,000, but increased 12 per cent over 1913. Increased slaughterings of oxen, cows, hogs, sheep and horses during the last quarter of 1921 and the first quarter of 1922 because of poor fodder crops in 1921 are given as one reason for the decreased numbers of live stock. Slaughterings during the second and third quarters of 1922 are reported to be about equal to those during the same period in 1921.

Imports of fresh and prepared pork during the five months May to October, excluding August, totaled only 17,795,000 pounds compared with 45,465,000 pounds during the same period in 1921. Bacon and ham imports totaled 29,960,000 during the 1922 period, compared with 45,642,000 pounds in 1921. Imports of fresh and prepared beef increased from 22,704,000 pounds in 1921 to 32,760,000 pounds in 1922, but were not enough to offset the decreased imports of other meats, the Department of Agriculture says.

PORK—Firm tone prevailed in the east, with demand fairly good, but the western market was quietly steady. Mess at New York was quoted at $27@28, family $30@32, and short clears $21.50@28.50. At Chicago mess pork was quotable at $24.50.

LARD—Domestic demand was fairly good everywhere, but export interest was limited. Prime western at New York was quoted at 12.05@12.15c, middle western 11.85@11.95c, New York City 11½@11⅝c, refined to the continent 12¾c, South American 13c, and Brazil kegs 14c. Compound at New York in car-lots was held at 13@13½c, and less than 5,000 lbs. 13¼@13¾c. At Chicago regular lard in round lots was quoted around 11¼c, loose lard .95 under May, and leaf lard 10¼@10½c.

BEEF—The market was dull but firm with mess at New York $15.50@16, packet $17@17.50, family $19@21, and extra India mess $32@34; No. 1 canned roast beef

$3.25, No. 2, $2.45; sweet pickled tongues $55@65 per bbl.

## GERMAN PORK PRODUCTS IMPORTS.

Exports of pork and pork products from the United States to Germany, by months, in 1921 and 1922 are reported as follows by the U. S. Bureau of Agricultural Economics:

| | Bacon, Hams and Shoulders Pounds | Lard and Neutral Lard Pounds |
|---|---|---|
| 1921: | | |
| January | 10,384,251 | 18,460,492 |
| February | 2,134,594 | 30,419,670 |
| March | 1,761,028 | 23,786,830 |
| April | 949,432 | 10,082,420 |
| May | 3,900,206 | 11,846,875 |
| June | 6,300,735 | 30,057,599 |
| July | 8,960,813 | 26,733,728 |
| August | 5,580,269 | 43,545,890 |
| September | 9,898,928 | 54,519,441 |
| October | 2,925,006 | 15,389,158 |
| November | 448,160 | 6,253,562 |
| December | 1,051,106 | 9,411,123 |
| Totals | 54,294,528 | 280,506,788 |
| 1922: | | |
| January | 2,658,547 | 18,916,867 |
| February | 5,706,760 | 30,189,272 |
| March | 3,838,398 | 25,140,886 |
| April | 2,375,633 | 6,768,803 |
| May | 3,676,856 | 8,274,769 |
| June | 6,294,545 | 18,191,801 |
| July | 8,577,061 | 21,403,830 |
| August | 9,610,039 | 23,172,908 |
| September | 2,748,297 | 16,587,384 |
| October | 3,966,828 | 23,194,111 |
| November | 2,735,625 | 14,168,067 |
| December | 2,590,835 | 1,281,280 |
| Totals | 54,779,424 | 207,289,978 |

| | Pork, fresh. Pounds | Pork canned and pickled. Pounds |
|---|---|---|
| 1921: | | |
| January | 4,679,680 | 210,388 |
| February | 923,533 | 94,799 |
| March | ......... | 1,800 |
| April | 25,877 | ......... |
| May | 474,333 | 22,0 0 |
| June | 306,420 | 26,096 |
| July | 4,109,004 | 747,148 |
| August | 1,910,055 | 207,126 |
| September | 33,721 | 257,604 |
| November | ......... | 45,509 |
| December | ......... | 36,100 |
| Totals | 12,462,623 | 1,648,561 |
| 1922: | | |
| January | ......... | 30,300 |
| February | ......... | 94,207 |
| March | 21,861 | 95,350 |
| April | ......... | 25,80 |
| May | ......... | 85,300 |
| June | ......... | 128,093 |
| July | 151,716 | 517,833 |
| August | 272,339 | 821,601 |
| September | 422,170 | 156,837 |
| October | 395,517 | 133,759 |
| November | 220,978 | 264,737 |
| December | 40,994 | 204,450 |
| Totals | 1,525,575 | 2,558,263 |

CATTLE.

| | COWS. Number | BULLS. Number |
|---|---|---|
| 1921: | | |
| May | 4,955 | 823 |
| June | 8,423 | 1,232 |
| July | 5,888 | 820 |
| August | 3,691 | 587 |
| September | 2,403 | 319 |
| October | 4,983 | 586 |
| November | 3,830 | 233 |
| December | 1,852 | 160 |
| Totals, May-December | 36,025 | 4,760 |
| 1922: | | |
| January | 1,917 | 13 |
| February | 863 | 17 |
| March | 1,828 | 114 |
| April | 3,466 | 468 |
| May | 9,136 | 450 |
| June | 5,557 | 394 |
| July | 4,613 | 662 |
| September | 1,756 | 28 |
| October | 881 | 2 |
| Totals, Jan.-Oct. | 30,017 | 2,348 |

| | OXEN. Number | HOGS. Number |
|---|---|---|
| 1921: | | |
| May | 348 | 9,502 |
| June | 676 | 11,901 |
| July | 1,894 | 19,360 |
| August | 4,068 | 35,062 |
| September | 3,857 | 43,160 |
| October | 5,846 | 35,684 |
| November | 2,809 | 18,536 |
| December | 904 | 18,815 |
| Totals, May-December | 20,402 | 192,020 |
| 1922: | | |
| January | 1,582 | 38,826 |
| February | 1,756 | 7,054 |
| March | 1,627 | 10,757 |
| April | 2,855 | 11,484 |
| May | 1,905 | 3,198 |
| June | 366 | 4,414 |
| July | 127 | 5,121 |
| September | 156 | 2,786 |
| October | ......... | 3,187 |
| Totals, Jan.-Oct. | 10,374 | 86,827 |

| | Beef, fresh. Pounds | Beef, prepared. Pounds |
|---|---|---|
| 1921: | | |
| May | 1,799,835 | 465,171 |
| June | 4,764,141 | 669,757 |
| July | 8,723,382 | 1,329,594 |
| August | 3,306,900 | 178,352 |
| September | 2,691,596 | 275,575 |
| October | 1,663,812 | 321,431 |
| November | 827,166 | 184,084 |
| December | 3,245,833 | 222,003 |
| Totals, May-December | 27,022,665 | 3,645,967 |
| 1922: | | |
| January | 1,333,783 | 66,579 |
| February | 1,150,140 | 262,347 |
| March | 4,674,634 | 712,963 |
| April | 10,718,765 | 1,223,994 |
| May | 8,291,280 | 622,579 |
| June | 4,940,288 | 555,559 |
| July | 11,964,364 | 313,274 |
| September | 3,275,815 | 533,293 |
| October | 1,771,617 | 492,287 |
| Totals, Jan.-Oct. | 48,170,686 | 4,782,880 |

| | Pork, fresh. Pounds | Pork, prepared. Pounds |
|---|---|---|
| 1921: | | |
| May | 4,746,504 | 2,081,363 |
| June | 3,083,574 | 3,540,588 |
| July | 3,306,459 | 6,468,517 |
| August | 4,137,152 | 13,331,437 |
| September | 2,870,389 | 9,136,303 |
| October | 3,406,107 | 6,825,221 |
| November | 1,839,077 | 4,387,374 |
| December | 2,382,952 | 4,839,979 |
| Totals, May-December | 25,772,214 | 50,610,782 |
| 1922: | | |
| January | 1,413,590 | 1,930,348 |
| February | 2,055,349 | 1,698,203 |
| March | 1,519,631 | 2,106,936 |
| April | 1,103,182 | 1,560,857 |
| May | 1,005,959 | 1,778,892 |
| June | 1,433,431 | 2,041,019 |
| July | 1,611,563 | 2,114,873 |
| September | 608,249 | 2,782,426 |
| October | 1,225,978 | 3,192,261 |
| Totals, Jan.-Oct. | 11,976,932 | 19,205,815 |

| | BACON. Pounds | HAMS. Pounds |
|---|---|---|
| 1921: | | |
| May | 5,617,982 | 64,595 |
| June | 9,616,686 | 391,757 |
| July | 10,332,740 | 164,463 |
| August | 11,264,183 | 95,018 |
| September | 11,202,675 | 162,960 |
| October | 7,735,280 | 352,956 |
| November | 6,629,894 | 153,220 |
| December | 4,374,367 | 121,914 |
| Totals, May-December | 66,773,807 | 1,506,843 |
| 1922: | | |
| January | 2,279,556 | 244,270 |
| February | 3,643,102 | 125,001 |
| March | 4,755,102 | 13,007 |
| April | 3,213,205 | 277,780 |
| May | 3,697,996 | 93,916 |
| June | 5,317,716 | 293,926 |
| July | 6,972,268 | 174,825 |
| September | 5,465,203 | 43,210 |
| October | 7,952,874 | 38,140 |
| Totals, Jan.-Oct. | 43,297,022 | 1,214,075 |

## ARGENTINE MEAT IN FRANCE.

The Banco de la Nación has issued a report on the trial shipment of meat from Argentina to French ports, which gave that institution an excellent return on its investment. Having a lot of 1,830 steers left on its hand in repayment of a loan to a Santa Fé raiser, the directorate decided to have them slaughtered at a local frigorifico and to export the meat to France on the bank's account. This was to be in the way of a trial in order to guide the directorate in its dealings with future cases of the same nature.

Placed on board the steamer at this port the shipment cost $69,372; to which were added freight and other expenses. The meat was sold in Paris for $202,783, which, added to the $57,460 paid by the frigorifico for the by-products, gave the bank a net profit of $29,557.

The average weight for each carcass is given as 302 kilos. of meat, and the by-products averaged $31.40 per head. The directorate point out in their report that at the present time the operation would prove even more profitable, as the average price is now 2.50 to 2.60 francs per kilo., as against 2.29 when the shipment was sold.

## NEW YORK LARD EXPORTS.

Exports of lard from New York from February 1 to February 20, 1923, according to unofficial reports, were 44,573,729 lbs.; tallow, 80,000 lbs.; greases, 2,117,000 lbs.; and stearine, 120,000 lbs.

## BRITISH PROVISION MARKET.

(Special Report to The National Provisioner.)

Liverpool, England, Feb. 10, 1923.

The market on American hog products has again been very slow this week, with prices again marked down, but at the lower quotations buyers are taking more interest. The demand is mostly of a hand to mouth character, but the orders, although small, are more numerous and encouraging. This, in conjunction with lighter shipments looked for both consignment and c. i. f., owing to the low basis of prices obtaining here, tends to make the market more stable.

The principal demand this week has been Cumberland cut and Wiltshires, but most of the business that has been done has been at low prices and below the quoted figures. Hams have a disappointing sale, and all shoulder cuts are in very poor demand.

Lard on spot keeps steady with a good regular consumptive demand all the time. The long bacon market is a shade steadier this week, and although at the moment there is not much encouragement to say so, we feel inclined to predict that a general improvement in the position is possible in the near future, especially if supplies are curtailed, as the lower retail prices now quoted are expected to stimulate the demand.

## EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending February 17, 1923, with comparisons:

PORK, BBLS.

| | Week ended Feb. 17, 1923 | Week ended Feb. 18, 1922. | From Nov. 1, 1922, to Feb. 17, 1923. |
|---|---|---|---|
| United Kingdom | 150 | 402 | 1,760 |
| Continent | 713 | ........ | 7,457 |
| So. and Cent. Amer. | ........ | ........ | 290 |
| West Indies | ........ | ........ | 5,913 |
| Other countries | ........ | ........ | 270 |
| Total | 863 | 402 | 15,690 |

BACON AND HAMS, LBS.

| | Week ended Feb. 17, 1923 | Week ended Feb. 18, 1922. | From Nov. 1, 1922, to Feb. 17, 1923. |
|---|---|---|---|
| United Kingdom | 7,291,100 | 11,615,000 | 183,304,200 |
| Continent | 6,936,500 | 1,992,000 | 60,663,850 |
| So. and Cent. Amer. | ........ | ........ | 115,500 |
| West Indies | 23,000 | ........ | 1,753,400 |
| B. N. A. Colonies | ........ | ........ | 15,000 |
| Other countries | ........ | ........ | 454,700 |
| Total | 14,250,600 | 13,607,000 | 246,306,650 |

LARD, LBS.

| | Week ended Feb. 17, 1923 | Week ended Feb. 18, 1922. | From Nov. 1, 1922, to Feb. 17, 1923. |
|---|---|---|---|
| United Kingdom | 3,654,756 | 6,827,869 | 95,373,386 |
| Continent | 16,988,677 | 12,421,336 | 162,878,737 |
| So. and Cent. Amer. | ........ | ........ | 541,673 |
| West Indies | 6,000 | ........ | 3,844,000 |
| B. N. A. Colonies | ........ | ........ | 40,000 |
| Other countries | ........ | ........ | 76,400 |
| Total | 20,648,833 | 19,249,205 | 262,754,196 |

RECAPITULATION OF THE WEEK'S EXPORTS.

| From— | Pork, lbs. | Bacon and hams, lbs. | Lard, lbs. |
|---|---|---|---|
| New York | 863 | 9,137,600 | 17,015,833 |
| Boston | ... | 2,416,000 | 2,288,000 |
| Philadelphia | ... | ........ | 123,000 |
| Baltimore | ... | 23,000 | 6,000 |
| St. John, N. B. | ... | 2,674,000 | 1,216,000 |
| Total, week | 863 | 14,250,600 | 20,648,833 |
| Previous week | 1,212 | 17,441,700 | 16,130,474 |
| Two weeks ago | 1,820 | 21,560,000 | 26,447,093 |
| Cor. week, 1922 | 402 | 13,607,000 | 19,249,205 |

Comparative summary of aggregate exports, in lbs., from Nov. 1, 1922, to Feb. 17, 1923:

| | 1922 to 1923. | 1921 to 1922. | Increase. |
|---|---|---|---|
| Pork | 3,138,000 | 1,468,400 | 1,669,600 |
| Bacon and hams | 246,306,650 | 149,799,544 | 96,507,106 |
| Lard | 262,754,196 | 199,962,327 | 62,791,869 |

# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

TALLOW—A stronger tone featured the tallow market, prices advancing to 8⅞c bid, with moderate sales at that level following the active absorption at lower levels by soap interests the past few weeks. Offerings were materially lighter, and with many well sold ahead, the disposition was to go slow, and to anticipate some further upturn. Buyers were not reluctant in following advances, but strength was in evidence in all competing products, and with the European and South American markets firm, confidence appeared to have been restored.

At Liverpool Australian choice tallow was quoted at 42s 3d, and good mixed at 40s, the former showing an advance of 1s 9d within a week, and the latter a gain of nearly two shillings in two weeks. At the London auction 1,035 casks were offered and 965 casks were sold, prices 6d lower.

At New York prime city was quoted at 8½c nominal, special loose 8⅝c nominal, extra at 8⅞c bid, and edible 9⅜c nominal. At Chicago packers' prime was quoted at 9@9¼c, packers' No. 1 at 8½@8¾c, and edible 9¼@9½c.

STEARINE — A quiet trade, but a stronger market, featured stearine this week, and while there were sales at the close of last week of oleo at 10c New York, the market was reported a half cent higher this week, with oleo selling at 10½c for export. Offerings appeared light, and the strength in tallow helped the market somewhat. At New York oleo was quoted at 10¼@10½c nominal, and lard stearine 13¼@13½c nominal. At Chicago oleo was quoted at 9¾@10c and lard 13@13¼c.

OLEO OIL.—The market was dull and steady, with extra at New York 13½c nominal, medium 10¾c nominal and lower grades 10c nominal. At Chicago extra was 12¾@13c.

SEE PAGE 41 FOR LATER MARKETS

LARD OIL.—The market was firm but quiet, with a more or less routine demand and with the strength in the lard situation. At New York edible was quoted at $1.10@1.15 per gallon, extra winter $1.05@1.07, extra $1.02@1.03, extra No. 1 at 98@99c, No. 1 at 95@96c, and No. 2 at 92@93c.

NEATSFOOT OIL.—The market continues firm with supplies light and offerings limited. At New York pure is quoted at $1.02@1.04 per gallon, extra at 97@98c, No. 1 at 92@94c, and cold pressed at $1.32@1.42.

GREASES—There was no pressure of offerings of grease the past week, east or west, and with demand fair, the undertone was firmer, with the strength in oils and the better feeling in tallows. At New York yellow and choice house were 8¼@8½c, white 9@9½c, and choice white 10¼@10½c. At Chicago the market was steady with a fair demand, with house 8@8¼c, brown 8¼@8½c, yellow 8½@8⅝c, and choice white 9½@9¾c.

### MEAT INSPECTION CHANGES.

Recent inspection changes in the federal meat inspection service are reported by the U. S. Bureau of Animal Industry as follows:

Meat Inspection Inaugurated.—*Swift & Co., River Falls street, Andalusia, Fla.; *Southern Packing Corporation, Whaley road (mail: P. O. box 338), Orangeburg, S. C.; *Walter Brown & Sons, Inc., 923 G street, N. W., Washington, D. C.; *The Great Atlantic & Pacific Tea Co., 141st street and Southern boulevard, New York, N. Y.; *The New Zanesville Provision Co., Walnut and Pearl streets, Zanesville, O.; *Farris & Co., Enterprise street west of Stockton, Jacksonville, Fla.

Meat Inspection Extended.—Armour & Co., Brooklyn, N. Y., to include Anglo-American Provision Co.; *Swift & Co., New York, N. Y., to include The G. H. Hammond Co.

Meat Inspection Withdrawn.—Keystone Instant Food Co., Inc., Danbury, Conn; E. A. Stevenson & Co., Inc., Boonton, N. J.

*Conducts slaughtering.

### DANISH HOG SLAUGHTERS.

The reports which have been received from the various co-operative slaughtering houses in Denmark indicate that the number of hogs slaughtered during 1922 has been considerably increased in comparison with 1921, says Assistant Trade Commissioner H. Sorensen, Copenhagen, in a report to the Department of Commerce. The total number slaughtered in 1922 is 1,800,000 hogs, as compared with 1,400,000 during 1921.

In spite of this large increase in the pork production during 1922, it is still far below that of the pre-war years when the annual number of hogs slaughtered reached as high a figure as 2.5 million. It is expected, however, that as the number of sows has been greatly increased during 1922 the pork production during the current year will be appreciably greater than during last year.

# Packinghouse By-Products Markets

### Blood.

Chicago, February 21, 1923.

Blood has been rather scarce particularly in Chicago this week. There have been practically no trades, and $5.00 has been paid for ground blood, while $4.85 has been paid at River points.

| | Unit ammonia. |
|---|---|
| Ground | $4.90@5.00 |
| Crushed and unground | 4.75@4.85 |

### Digester Hog Tankage Materials.

The market undertone has been easier this week. Prices have been a shade lower due to the fact that the big buyers have withdrawn and are cleaning up their own accumulation and their own production.

| | Unit ammonia. |
|---|---|
| Ground, 11½ to 12% ammonia | 4.90@5.10 |
| Unground, 10 to 11% ammonia | 4.75@5.00 |
| Unground, 7 to 9% ammonia | 4.50@4.65 |

### Fertilizer Tankage Materials.

The Chicago market has been fairly quiet and the Eastern markets have been a little lower. This has been reflected here and anyone holding tankage for feed is shipping to Chicago. Tankage as far east of Chicago as Pennsylvania is being sent here rather than to New York.

| | Unit ammonia. |
|---|---|
| High grade, ground, 10-11% ammonia | $4.45@ 4.60 |
| Lower grade, ground, 6-9% ammonia | 4.25@ 4.35 |
| High grade, unground | 4.15@ 4.35 |
| Medium grade, unground | 3.75@ 4.00 |
| Low grade and country rend., unground | 3.75@ 4.00 |
| Hoof meal | 3.90@ 4.00 |
| Liquid stick | 3.75@ 3.85 |
| Grinding hoofs, pigs' toes, dry | 45.00@47.50 |

### Bone Meals.

The market is pretty well cleared up except some accumulations which are being held because some persons expect a better market for the fall.

| | Per ton. |
|---|---|
| Raw bone meal | $38.00@42.00 |
| Steamed, ground | 25.00@27.00 |
| Steamed, unground | 20.00@ 24.00 |

### Cracklings.

Cracklings have been steady this week. The market in the East has been a little firm. Beef cracklings have sold at $1.00 a unit. Buyers are taking care of requirements and there is no likelihood of a boost for a few months.

| | Per ton. |
|---|---|
| Pork, according to grease and quality | $60.00@80.00 |
| Beef, according to grease and quality | 45.00@55.00 |

### Glue and Gelatin Stock.

Jaws, skulls and knuckles are easier. Junk bones are still strong at $31.00, as there is a good demand. Sinews, pizzels and hide trimmings are very inactive.

| | Per ton. |
|---|---|
| Calf stock | $35.00@ 40.00 |
| Edible pig skin strips | 90.00@ 95.00 |
| Rejected manufacturing bones | 47.50@ 50.00 |
| Horn piths | 38.00@ 40.00 |
| Cattle jaws, skulls and knuckles | 36.00@ 38.00 |
| Junk and hotel kitchen bones | 26.00@ 30.00 |
| Hog, calf and sheep bones | 28.00@ 32.00 |
| Sinews, pizzels, and hide trimmings | 18.00@ 21.00 |

### Mfg. Bones, Horns and Hoofs.

These have been pretty strong. The market has been steady for strictly export trade, and all round has been so good that some of the bigger packers' supplies are contracted for up to August.

| | Per ton. |
|---|---|
| No. 1 horns | $235.00@255.00 |
| No. 2 horns | 175.00@225.00 |
| No. 3 horns | 100.00@150.00 |
| Culls | 35.00@ 40.00 |
| Hoofs, black and striped, unassorted | 45.00@ 50.00 |
| Hoofs, white, unassorted | 60.00@ 70.00 |
| Round shin bones, unassorted, heavies | 70.00@ 80.00 |
| Round shin bones, unassorted, lights | 60.00@ 65.00 |
| Flat shin bones, unassorted, heavies | 60.00@ 65.00 |
| Flat shin bones, unassorted, lights | 50.00@ 55.00 |
| Thigh bones, unassorted, heavies | 60.00@ 65.00 |
| Thigh bones, unassorted, lights | 50.00@ 55.00 |

### Hog Hair.

Demand for hog hair has continued steady. Coil dried winter processed has sold at 3@3½c f. o. b. production points and 6@7c for winter processed.

### Pig Skin Strips.

The market has been about steady with a fair amount of trading. No. 1 tanner stock sold at 6c per lb., with No. 2's and 3's going for gelatin purposes, if government inspected and frozen, at around 4¾c lb. basis Chicago.

### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, February 22, 1923.—Ground tankage sold at New York this week at $4.40 and 10c, which shows the market is in a little better shape than last week when sales were made as low as $4.25 and 10c. There is only a fair quantity of tankage on hand and there is some question as to which way the market will turn within the next few weeks. It probably will depend somewhat as to whether the feeding situation improves.

Nitrate of soda is firm because English exchange has advanced a few points. Some of the importers have advanced their prices slightly.

The demand for sulphate of ammonia continued for domestic and export and the producers are pretty well sold up for the next few months. There is practically no re-sale material available due to weather and poor shipping conditions; the Eastern fertilizer manufacturers have not been able to make very heavy shipments of mixed fertilizer up to date.

# International Trade in Vegetable Oils

(EDITOR'S NOTE. — A general survey of the whole vegetable oil industry throughout the world is something that has not been made for some time. Last week the third installment of a comprehensive article on the subject appeared on this page. The fourth and final installment appears here in this issue.)

### Dutch Vegetable Oil Trade.

Table G shows the trade of the Netherlands in vegetable oil materials during 1909 to 1913, from 1919 to 1921 and nine months of 1922.

The character of oil materials imported into the Netherlands has not changed considerably since pre-war years except for a decided decline in imports of soya beans. Copra, peanuts and rapeseed are the principal materials imported. Since 1920 annual imports of copra have exceeded average annual pre-war imports.

TABLE G—TRADE OF THE NETHERLANDS IN VEGETABLE OIL MATERIALS.

| Kind of Oil— | 1909-13. (5-yr. aver.) | 1920. | 1921. | 1922. (9 mos.) |
|---|---|---|---|---|
| | (gross tons) | | | |
| Imports: | | | | |
| Rapeseed | 47,467 | 25,863 | 14,741 | 19,971 |
| Sesame | * | 21,678 | 3,633 | 3,384 |
| Cottonseed | * | ...... | 1 | ...... |
| Soya bean | †31,831 | 3,696 | 2,039 | 4,568 |
| Peanut | 54,632 | 23,637 | 28,785 | 39,682 |
| Copra | 88,766 | 87,262 | 114,837 | 116,957 |
| Palm kernel | 48,368 | 13,015 | 1,570 | 1,824 |
| Total imports | 271,064 | 175,151 | 165,606 | 186,386 |
| Exports: | | | | |
| Rapeseed | *15,414 | 1,445 | 3,088 | 926 |
| Sesame | * | 61 | 343 | 79 |
| Cottonseed | * | 30 | ...... | ...... |
| Soya bean | †14,094 | 115 | 300 | 3 |
| Peanut | 15,234 | 520 | 1,753 | 973 |
| Copra | 74,988 | 9,761 | 4,637 | 305 |
| Palm kernel | 44,326 | 11,382 | 1,356 | 47 |
| Total exports | 164,056 | 23,314 | 11,477 | 2,333 |
| Net imports | 107,008 | 151,837 | 154,129 | 184,053 |

*Not reported separately.
†Three-year average, 1911-13.

Imports of vegetable oils into the Netherlands which during the years 1919, 1920 and 1921 were very heavy have in the current year dropped below even the pre-war average. Exports of oil, on the contrary, have tended to increase, so that the Netherlands, which both in pre-war and post-war years had been a substantial net importer, has now become an important exporter of oil.

Table H shows the trade of the Netherlands in vegetable oils from 1909 to 1913, from 1919 to 1921 and nine months of 1922.

### Importance of United States.

The United States is a large consumer of both vegetable oils and animal fats but its production of the two far exceeds domestic requirements. Its importance in the vegetable oil field is due to the production of cottonseed, which prior to the war was the source of from 90 to 95 per cent of the total vegetable oil produced in this country. Table I shows production of cottonseed oil in recent years.

TABLE H—TRADE OF THE NETHERLANDS IN VEGETABLE OILS.

| Kind of Oil— | 1909-13. (5-yr. aver.) | 1920. | 1921. | 1922. (9 mos.) |
|---|---|---|---|---|
| | (gross tons) | | | |
| Imports: | | | | |
| Cottonseed | 17,920 | 8,712 | 36,485 | 3,213 |
| Peanut | 1,225 | 1,013 | 6,375 | 6,217 |
| Sesame | 1,215 | 291 | 302 | 292 |
| Olive | 133 | 16 | 67 | 48 |
| Rapeseed | 923 | 1,038 | 464 | 226 |
| Patent | 11 | 8 | 37 | 14 |
| Corn | * | 73 | 15 | 143 |
| Palm | 24,753 | 7,023 | 3,319 | 3,222 |
| Palm kernel | * | 11,503 | 7,617 | 2,115 |
| Coconut | 18,399 | 50,969 | 31,337 | 1,666 |
| Soya bean | †4,542 | 35,756 | 32,667 | 23,753 |
| Total imports | 69,121 | 116,402 | 118,685 | 40,909 |
| Exports: | | | | |
| Cottonseed | 175 | 2,448 | 7,210 | 402 |
| Peanut | 8,290 | 3,885 | 8,087 | 6,634 |
| Sesame | 626 | 2,510 | 2,091 | 1,350 |
| Olive | 176 | 16 | 19 | 8 |
| Rapeseed | 930 | 3,492 | 1,191 | 2,055 |
| Patent | 1,049 | 19 | 63 | 56 |
| Corn | * | 231 | 163 | 330 |
| Palm | 8,144 | 75 | 434 | 32 |
| Palm kernel | * | 3,970 | 3,794 | 1,980 |
| Coconut | 3,942 | 57,391 | 63,413 | 56,248 |
| Soya bean | †298 | 11,949 | 20,173 | 9,941 |
| Total exports | 23,630 | 85,986 | 106,638 | 79,036 |
| Net imports | 45,491 | 30,416 | 12,047 | ‡38,127 |

*Not reported separately.
†Three-year average, 1911 13.
‡Net exports.

### American Exports and Imports.

During the war large quantities of oriental oil and oil materials which formerly went primarily to Europe were shipped to the United States. In 1917 as a result of the production of oil from such imported materials, production of cottonseed oil constituted but 60 per cent of the total output. During 1918, the year of maximum imports, net imports of oil materials amounted to 258,000 tons and net imports of oil to 313,000 tons, while during nine months of 1922 net imports of oil declined to 92,600 tons.

Exports of cottonseed oil, which always make up the bulk of American oil exports, declined from an average pre-war total of 121,000 tons, and 113,000 tons in 1921, to 21,000 tons exported during nine months of 1922.

TABLE I—PRODUCTION OF CRUDE COTTONSEED OIL IN THE UNITED STATES.

| Calendar year | Production (in gross tons) |
|---|---|
| 1912 | 640,804 |
| 1914 | 799,008 |
| 1916 | 666,263 |
| 1917 | 599,933 |
| 1918 | 573,136 |
| 1919 | 638,370 |
| 1920 | 510,121 |
| 1921 | 570,223 |
| 1922* | 353,876 |

*Eleven months.

Table J shows the trade of the United States in vegetable oils from 1910-14, 1917 to 1919, 1921 and nine months of 1922.

### Decline in American Trade.

The decline in American trade in vegetable oils since the peak in 1918 has been due to several factors, among which are recovery since the war of European oil crushers, adverse exchange rates, reduced production of cottonseed due to ravages of the boll weevil, and heavy production of hog products which largely supplanted vegetable products in the export markets and reduced the consumption of lard substitutes in the domestic market.

The operation of the American tariff on vegetable oils has also in the opinion of many tended to limit foreign markets for American oil and to make it easier for Europeans and other oil producers to compete with the American product in the international market. The chief foreign purchasers of American vegetable oil have been the Netherlands, United Kingdom, Italy, France, Germany and other European countries, and the recovery of their domestic crushing industries has naturally lessened their requirement for the American product.

### Exports of Lard Substitutes.

Exports of lard substitutes which are manufactured in this country chiefly from cottonseed oil, and exports of soap and oleomargarine, have fallen below the pre-war volume of exports and in the aggregate now amount to probably less than 75 per cent of the trade in 1921 and about one-third of maximum annual exports.

European manufacturers of soap and similar products manufactured from low-priced vegetable oils are in a better position to market their products in foreign markets than are American manufacturers, while improved refining methods make possible broader substitution of inferior for higher priced oils, such as cottonseed oil, in the manufacture of edible products.

TABLE J—TRADE OF THE UNITED STATES IN VEGETABLE OILS.

| Kind of Oil— | 1910-14. (5 yr. aver.) | 1919. | 1921. | 1922. (9 mos.) |
|---|---|---|---|---|
| | (gross tons) | | | |
| Imports: | | | | |
| Coconut | 24,172 | 125,475 | 84,695 | 70,796 |
| Cottonseed | †3,302 | 12,413 | 298 | ...... |
| Olive for mechanical purposes | 2,304 | 946 | 1,862 | 3,493 |
| Olive, edible | 16,328 | 30,215 | 22,192 | 19,436 |
| Palm | 27,259 | 18,669 | 10,337 | 16,597 |
| Palm kernel | †12,475 | 861 | 1,064 | 766 |
| Peanut | †3,826 | 68,773 | 1,348 | 724 |
| Rapeseed | †4,684 | 3,739 | 3,193 | 3,516 |
| Soya bean | †8,441 | 87,414 | 7,716 | 6,506 |
| Total imports | 102,791 | 348,505 | 132,705 | 121,834 |
| Exports (domestic and foreign): | | | | |
| Coconut | 165 | 56,503 | 4,509 | 5,390 |
| Cottonseed | 121,193 | 86,314 | 112,747 | 20,707 |
| Olive for mechanical purposes | †5 | * | 3 | ...... |
| Olive, edible | 33 | 217 | 88 | 23 |
| Peanut | †12 | 1,980 | 954 | 430 |
| Palm | 56 | 113 | 172 | 279 |
| Palm kernel | †112 | 2 | 3 | 76 |
| Rapeseed | § | § | * | 1 |
| Soya bean | †40 | 20,334 | 1,036 | 487 |
| Corn | 8,804 | 2,864 | 1,964 | 1,844 |
| Total exports | 130,420 | 168,327 | 121,536 | 29,237 |
| Net imports | ‡27,623 | 18[illegible],178 | 11,160 | 92,597 |

*Not reported separately.
†Three-year average.
§Less than one-half gross ton.
‡Net exports.

### Present European Oil Status.

In so far as the general European position can be judged from net imports of oil materials, it appears that the United Kingdom has lost much of the wartime gain and is now not far from the pre-war level. France, whose supplies were curtailed during and after the war, has regained its pre-war position. Germany, which suffered most, has made great progress but is still far below its pre-war level. The Netherlands, on the other hand, seems to be the only important country which has increased its net imports of oil materials.

European net imports of vegetable oils show a heavy decline as compared with the pre-war average. This is largely due to the drop in British takings, which are now less than half the pre-war level. The Netherlands has shifted from a net importer to a net exporter of oil, while France and Germany, formerly net exporters, are now net importers.

Decreases from the prewar volume of European trade in edible vegetable oils may be accounted for partly by the competition of low-priced American pork and pork products in European markets. During the fiscal year ending June 30, 1922, more than 689,000 gross tons of American pork and pork products were exported from the United States, principally to Europe, which was 248,000 tons more than average annual pre-war exports from this country.

Under the circumstances above outlined the current demand in foreign markets for American vegetable oils and their products is limited. In the domestic market the foremost competition which cottonseed oil faces is from lard and other animal fats; in foreign markets it meets not only with these but also with the output of European vegetable oil crushers. The future of the industry depends largely on its ability to lower costs of operation to a point where this competition can be successfully met.

G. F. E.

## Ho! for Hot Springs!

The 27th annual convention of the Interstate Cotton Seed Crushers' Association will be held at Hot Springs, Va., on May 2, 3 and 4. The Rules Committee will meet there on April 30 and May 1. The famous Eastman Hotel will be the convention headquarters.

This is the first time the Association ever has met at this famous resort. Are you preparing to go, and combine business with pleasure? If so, notify Secretary Robert Gibson, 201 North Texas Bldg., Dallas, Tex., and you will get further interesting information.

### NEW HAMBURG MARGARINE CO.

A new margarine company has recently been organized at Hamburg, and is called the Altonaer Speisefettfabrik A. G., Altona, near Hamburg.

# VEGETABLE OILS

## WEEKLY REVIEW

**THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.**

**Market Quiet—Prices Strong—Commission House Trade Mixed—March Liquidation a Factor—Refiners Supported Distant Months—Cash Trade Advices Mixed.**

Operations in cottonseed oil futures on the New York Produce Exchange the past week were rather limited, the holiday interrupting business somewhat, and while trade was very mixed, and not large, the undertone was decidedly strong, and the news somewhat more friendly, but the advances were kept in check by an absence of any broad commission house demand. The feature since the close of last week was undoubtedly the surprising consumption in January of about 233,000 bbls., some 60,000 or 70,000 bbls. more than looked for, as indicated by the Government Report.

The figures upset the calculations of those working for lower levels, and brought about a more bullish sentiment, with particularly more confidence shown in quarters where the leading long interest exists.

### Explaining Heavy Disappearance.

It was extremely difficult to get a satisfactory explanation of the heavy disappearance, the only claims being that distribution to southern consumers was much greater than generally supposed, but the figures were so much above expectations that in many quarters there was a disposition to discredit them, and a howl set up that the government should require those furnishing the statistics to make sworn statements.

One leading refining interest supported the market aggressively and was talking much higher levels, while other refiners were on both sides, and commission houses with southern connections were mainly favorable to prices. The local element continued to fight the advances, and at times sold freely, but the offerings were readily absorbed, with but minor reactions. Liquidation in the March position assumed larger proportions, with delivery day approaching rapidly, but the bulk of the March oil was taken by ring traders, who sold the distant months against it, expecting the March-May and March-July difference to narrow, while some of the March bought was reported for a local operator who, it was said, was heavily short of May, and intended taking March oil in on contracts, and retender in on May delivery later on.

### Prices Helped by Conditions.

Conditions outside of the oil market, which have an indirect bearing, helped prices somewhat the past week, cotton selling into new high ground for the season, while the lard market was stronger, with the hog movement more moderate and lard supplies very light. The U. S. cold storage stock of lard was officially placed at 55,780,000 lbs. as of February 1, against 48,808,000 on January 1, and 61,202,000 lbs. on Feb. 1 last year.

Slaughtering of hogs for the week ended February 17 was estimated at 721,000 lbs., against 811,000 the previous week and 658,000 the same week last year, and slaughterings for the winter season to date were 13,582,000 hogs against 9,661,000 last year. Particular emphasis was laid upon the fact that employment was more general throughout the country, and that the disposition had been to underestimate the purchasing power of the country.

Crude oil remained a ten-cent market, but operations were on a limited scale, and while at times it was difficult to buy crude oil at ten cents, at other times it was difficult to sell at that figure. Compound was advanced to 13@13½c, according to brand, in car lots, which compared with prime western lard, New York, at 12.05@12.15, middle western lard at 11.80@11.90, and city lard 11½@11⅝c. At times there was some improvement in cash oil demand, but compound in the east was a slow sale, while southern demand was reported fairly good, but the trade has been so misled by advices as to cash business that the disposition is to ignore the reports entirely.

### January Oil Consumption.

Consumption during January was apparently 233,000 bbls., against 194,000 the previous month, and 193,000 in January

last year; consumption for the six months was apparently 1,395,000 bbls., against 1,271,000 the same time last year, an increase of 124,000 bbls. The visible supply, reducing seed to crude and crude to refined, was figured at 1,062,000 bbls. on a basis of 300 lbs. of crude oil to the ton of seed, and a nine per cent refining loss, compared with 1,143,000 bbls. the previous month and 1,207,000 bbls. Feb. 1 last year. However, the crush of oil thus far has averaged 304 lbs. to the ton of seed, and the refining loss has been about seven per cent, which would indicate a visible supply of about 1,078,000 bbls.

The difference in the visible stocks is not worth talking about, but the one surprising feature is the fact that the crush has averaged 304 lbs. per ton, whereas refiners stated earlier in the season that their seed was turning out up to 315 lbs. of oil in some cases.

The inference to be drawn is that the seed has not come up to expectations. On the basis of the seed receipts to February 1, which were 14% larger than last year, it would appear as though between 500,000 and 700,000 tons of seed were still to be received from the farm, and calculating on the smaller amount, another 381,000 bbls. of oil is yet to come in sight, or a total, visible and invisible, of 1,443,000 bbls., which, if a necessary carry-over of 600,000 bbls. is deducted, would leave but 141,000 bbls. monthly for the last six months. At the same time, sight must not be lost of the developments at the end of last season, when the prospective small carry-over was materially offset by the early optimistic outlook for the cotton crop.

COTTONSEED OIL.—Market transactions:

**Thursday, February 15, 1923.**

| | | Range | | Closing | | |
|---|---|---|---|---|---|---|
| | Sales. | High. | Low. | Bid. | | Asked. |
| Spot | .... | .... | .... | 1080 | a | .... |
| Feb. | .... | .... | .... | 1080 | a | .... |
| Mch. | 800 | 1106 | 1084 | 1081 | a | 1084 |
| Apr. | .... | .... | .... | 1090 | a | 1108 |
| May | 4100 | 1136 | 1117 | 1117 | a | 1118 |
| June | .... | .... | .... | 1120 | a | 1128 |
| July | 1300 | 1158 | 1135 | 1134 | a | 1136 |
| Aug. | .... | .... | .... | 1134 | a | 1136 |
| Sept. | 900 | 1153 | 1125 | 1130 | a | 1131 |

Total sales, including switches, 9,700 Prime Crude S. E. 975—987½.

**Friday, February 16, 1923.**

| | | Range | | Closing | | |
|---|---|---|---|---|---|---|
| | Sales. | High. | Low. | Bid. | | Asked. |
| Spot | .... | .... | .... | 1075 | a | .... |
| Feb. | .... | .... | .... | 1075 | a | .... |
| Mch. | 1200 | 1101 | 1088 | 1100 | a | 1102 |
| Apr. | .... | .... | .... | 1115 | a | 1125 |
| May | 4600 | 1135 | 1122 | 1133 | a | 1135 |
| June | .... | .... | .... | 1140 | a | 1147 |
| July | 4600 | 1153 | 1143 | 1152 | a | 1154 |
| Aug. | 200 | 1150 | 1150 | 1152 | a | 1155 |
| Sept. | 1300 | 1145 | 1139 | 1149 | a | 1152 |

Total sales, including switches, 21,500 Prime Crude S. E. 975—1000.

**Saturday, February 17, 1923.**

| | | Range | | Closing | | |
|---|---|---|---|---|---|---|
| | Sales. | High. | Low. | Bid. | | Asked. |
| Spot | .... | .... | .... | .... | a | .... |
| Feb. | .... | .... | .... | 1090 | a | .... |
| Mch. | 400 | 1116 | 1115 | 1112 | a | 1117 |
| Apr. | .... | .... | .... | 1115 | a | 1135 |
| May | 4300 | 1152 | 1145 | 1147 | a | 1149 |
| June. | .... | .... | .... | 1152 | a | 1160 |
| July | 1800 | 1172 | 1160 | 1163 | a | 1165 |
| Aug. | 1400 | 1166 | 1164 | 1163 | a | 1165 |
| Sept. | 2400 | 1160 | 1152 | 1155 | a | 1159 |

Total sales, including switches, 16,900 Prime Crude S. E.

**Monday, February 19, 1923.**

| | | Range | | Closing | | |
|---|---|---|---|---|---|---|
| | Sales. | High. | Low. | Bid. | | Asked. |
| Spot | .... | .... | .... | 1100 | a | .... |
| Feb. | .... | .... | .... | 1100 | a | .... |
| Mch. | 800 | 1110 | 1110 | 1108 | a | 1110 |
| Apr. | .... | .... | .... | 1115 | a | 1128 |
| May | 7400 | 1143 | 1135 | 1139 | a | 1140 |
| June | .... | .... | .... | 1145 | a | 1150 |
| July | 1800 | 1162 | 1155 | 1156 | a | 1158 |
| Aug. | .... | .... | .... | 1155 | a | 1157 |
| Sept. | 1400 | 1153 | 1147 | 1150 | a | 1152 |

Total sales, including switches, 12,000 Prime Crude S. E. 1000.

**Tuesday, February 20, 1923.**

| | | Range | | Closing | | |
|---|---|---|---|---|---|---|
| | Sales. | High. | Low. | Bid. | | Asked. |
| Spot | .... | .... | .... | 1100 | a | .... |
| Feb. | .... | .... | .... | 1110 | a | .... |
| Mch. | 2400 | 1112 | 1110 | 1111 | a | 1112 |
| Apr. | .... | .... | .... | 1115 | a | 1130 |
| May | 4600 | 1140 | 1138 | 1138 | a | 1139 |
| June | .... | .... | .... | 1143 | a | 1149 |
| July | 8200 | 1157 | 1154 | 1154 | a | 1155 |
| Aug. | .... | .... | .... | 1153 | a | 1154 |
| Sept. | 500 | 1149 | 1147 | 1146 | a | 1147 |

Total sales, including switches, 15,700 Prime Crude S. E. 1000 sales.

**Wednesday, February 21, 1923.**

| | | Range | | Closing | | |
|---|---|---|---|---|---|---|
| | Sales. | High. | Low. | Bid. | | Asked. |
| Spot | .... | .... | .... | 1100 | a | .... |
| Feb. | .... | .... | .... | 1100 | a | .... |
| Mch. | 6300 | 1116 | 1110 | 1110 | a | 1112 |
| Apr. | .... | .... | .... | 1115 | a | 1130 |
| May | 4600 | 1145 | 1140 | 1141 | a | 1143 |
| June | .... | .... | .... | 1146 | a | 1151 |
| July | 3900 | 1164 | 1158 | 1159 | a | 1160 |
| Aug. | .... | .... | .... | 1157 | a | 1159 |
| Sept. | .... | .... | .... | 1149 | a | 1152 |

Total sales, including switches, 14,800 Prime Crude S. E. 1000 asked.

**Thursday, February 22, 1923.**

No market—Holiday.

SEE PAGE 41 FOR LATER MARKETS.

COCOANUT OIL—A moderate interest was displayed in the market, and prices held very steadily with buyers' ideas slightly below prevailing quotations, but with sellers firm in their views. Copra held firmly around 5@5⅛c c. i. f. coast. At New York Ceylon type in barrels was quoted at 9½c, tanks New York 8½@8⅝c, tanks coast 8⅛@8¼c, Cochin type barrels New York 10@10¼c, tanks 9@9¼c; edible in barrels, New York, 10½c.

SOYA BEAN OIL—Supplies of spot oil are very limited, and a fairly good inquiry makes for a firm undertone, but the market was more or less nominal. Deferred shipment from the Orient was reported 10¼@10⅝c asked, sellers' tanks,

f. o. b. New York, duty paid. At New York crude in barrels was quoted at 12c, blown, barrels, 12¾@13c; tanks, N. Y., 10¾c; tanks, coast, 10⅛c.

PEANUT OIL—The market continues a nominal affair, with domestic supplies light and very firmly held, with little foreign oil available, bids of 10½c c. i. f. New York on imported oil failing to find sellers. At New York crude in barrels was not quoted, tanks, f. o. b. mills 13½ @14c nominal, refined, barrels, New York, 16½@17c.

CORN OIL—Offerings from producers continue light and the market was strong, influenced greatly by the continued strength in crude cotton oil. Demand, however, was reported quite good. At New York crude in barrels was quoted at 10c; tanks, f. o. b. Chicago, 10⅛@10¼c; refined, barrels, New York, 12¾@13¼c, and cases $12.13.

PALM OIL—With offerings light and the foreign market stronger, the market was very firm with a fairly good inquiry in evidence, owing to a stiffening in tallow values. Lagos spot, New York, was quoted at 8c, shipments 7¾@7⅞c, Niger spot, 7⅝c, shipment 7½c.

PALM KERNEL OIL—A better inquiry was in evidence, and the market was firmer, but foreign offerings were more strongly held, tending to restrict trade. Imported in casks was quoted at 8⅝c New York.

COTTONSEED OIL—Demand slightly better—market very firm; resales still below refiners' quotations, however. P. S. Y. New York barrels 12¼@12½c, Texas bleachable 10¼c, Southeast crude 10c sales, Valley 10c nominal; Texas 9⅞c nominal.

### CHEMICALS AND SOAP SUPPLIES.

(Special Letter to The National Provisioner.)

New York, February 20, 1923.—Latest quotations on chemicals and soapmakers' supplies are as follows:

Seventy-six per cent caustic soda, 3¾@4c lb.; 98% powdered caustic soda, 4¼@4⅝c; 58% carbonate of soda, 2@2⅜c lb.

Clarified palm oil in casks of 2,000 lbs., 8¼@8¾c lb.; commercial yellow olive oil, $1.20 gal.; olive oil foots, 9¼@9½c lb.; East India Cochin cocoanut oil, 13c lb., duty paid; Cochin grade cocoanut oil, domestic, 11c lb.; Ceylon grade cocoanut oil, 10c lb.

Prime summer yellow cottonseed oil, 12¼@12¾c lb.; soya bean oil, 12@12¼c lb.; domestic linseed oil, 96c@$1.00 gal.; corn oil, nominal, 12¼@12½c lb.; peanut oil, in barrels, New York, deodorized, 15 @15½c lb.; peanut oil, in tanks, f. o. b. mills, 13½c lb.

Prime city tallow, extra, 8⅞c lb.; dynamite glycerine, nominal, 17¾@18c lb.; saponified glycerine, nominal, 13⅛@13¼c lb.; crude soap glycerine, nominal, 11¾@12c lb.; chemically pure glycerine, nominal, 18½@19c lb.; prime packer's grease, nominal, 8¼@8¾c lb.



## Statistics of Cottonseed and Products

The U. S. Bureau of the Census reports cottonseed received, crushed and on hand, and cottonseed products manufactured, shipped out, on hand, and exported covering the six-month period ending Jan. 31, 1923 and 1922:

Cottonseed received, crushed and on hand, tons:

| | Received at mills* Aug. 1 to Jan. 31. 1923. | 1922. | Crushed Aug. 1 to Jan. 31. 1923. | 1922. | On hand at mills Jan. 31. 1923. | 1922. |
|---|---|---|---|---|---|---|
| United States | 3,017,955 | 2,657,537 | 2,498,679 | 2,340,656 | 527,839 | 414,122 |
| Alabama | 192,335 | 142,703 | 172,973 | 134,802 | 21,382 | 11,876 |
| Arkansas | 246,502 | 218,116 | 195,021 | 191,123 | 49,980 | 28,616 |
| Georgia | 226,394 | 259,816 | 182,435 | 239,198 | 45,634 | 33,968 |
| Louisiana | 100,996 | 93,328 | 88,977 | 86,256 | 11,495 | 6,803 |
| Mississippi | 355,168 | 307,501 | 283,484 | 266,440 | 71,978 | 43,443 |
| North Carolina | 256,548 | 257,980 | 212,883 | 218,561 | 44,351 | 40,282 |
| Oklahoma | 184,010 | 151,303 | 148,406 | 121,285 | 36,229 | 33,510 |
| South Carolina | 133,705 | 204,714 | 116,641 | 195,699 | 18,272 | 19,492 |
| Tennessee | 270,570 | 229,663 | 194,928 | 184,785 | 75,820 | 45,974 |
| Texas | 919,405 | 701,561 | 799,371 | 610,820 | 124,178 | 128,960 |
| All other | 132,322 | 90,852 | 103,560 | 91,687 | 28,520 | 21,198 |

*Includes seed destroyed at mills but not 13,168 tons and 99,821 tons on hand Aug. 1, nor 122,899 tons and 83,752 tons reshipped for 1923 and 1922, respectively

Cottonseed products manufactured, shipped out, and on hand:

| | Year. | On hand Aug. 1. | Produced Aug. 1 to Jan. 31. | Shipped out Aug. 1 to Jan. 31. | On hand Jan. 31. |
|---|---|---|---|---|---|
| Crude oil, pounds | 1923 | *6,905,409 | 759,651,747 | 696,319,370 | *92,128,624 |
| | 1922 | 18,762,794 | 715,329,212 | 652,360,972 | 97,567,392 |
| Refined oil, pounds | 1923 | †163,851,360 | ‡591,605,023 | ........ | †196,898,312 |
| | 1922 | 228,263,633 | 555,042,309 | ........ | 275,092,150 |
| Cake and meal, tons | 1923 | 66,915 | 1,136,274 | 1,012,382 | 190,807 |
| | 1922 | 36,303 | 1,051,905 | 824,076 | 264,132 |
| Hulls, tons | 1923 | 28,617 | 726,532 | 585,850 | 169,299 |
| | 1922 | 73,280 | 707,494 | 600,280 | 180,494 |
| Linters, 500-lb. bales | 1923 | 38,929 | 436,641 | 390,597 | 84,973 |
| | 1922 | 124,377 | 306,953 | 278,610 | 152,720 |
| Hull fiber, 500-lb. bales | 1923 | 34,342 | 45,842 | 52,845 | 27,339 |
| | 1922 | 30,676 | 12,074 | 28,810 | 13,940 |
| Grabbots, motes, etc., 500-lb. bales | 1923 | 1,428 | 11,079 | 9,576 | 2,931 |
| | 1922 | 6,620 | 6,504 | 6,960 | 6,164 |

*Includes 1,041,907 and 8,021,475 pounds held by refining and manufacturing establishments and 2,387,790 and 17,299,060 pounds in transit to refiners and consumers August 1, 1922, and January 31, 1923, respectively.
†Includes 4,540,745 and 6,056,106 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments, and 5,270,993 and 6,781,726 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1922, and January 31, 1923, respectively.
‡Produced from 637,212,449 pounds crude oil.

Exports of cottonseed products for six months ending January 31, 1923: Oil, 1923, not available; 1922, 56,443,030 lbs. Cake and meal, 1923, not available; 1922, 178,936 lbs. Linters, 1923, 17,016 running bales; 1922, 64,787 running bales.

### SOUTHERN MARKETS.

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Feb. 22, 1923.—Prime crude cottonseed oil was 10 cents in all directions. Refined cottonseed oil was steady. Consumers' stocks are light and good advances are expected as replenished. Eight per cent meal is quoted at $44.00; 7 per cent at $42.00. Loose hulls, $12.50; sacked, $15.00; all short-on f.o.b. interior points.

#### Memphis.

(Special Wire to The National Provisioner.

Memphis, Tenn., Feb. 22, 1923.—Crude cottonseed oil is quoted at 9¾ cents bid, 10 cents asked, but no trading. Forty-one per cent protein meal is quoted at $44.50 to $45.00. Loose hulls, $12.00, Memphis.

### NEW YORK COTTON OIL EXPORTS.

Exports of cottonseed oil from New York from February 1 to February 20, 1923, according to unofficial reports, were 1,375 bbls.

# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions.

Hog products were very firm at the week end owing to renewed foreign buying of lard over the holiday, with Germany, France and England in the market and reports current of sales of 30,000 boxes. Hog receipts have been liberal and the hog market is weaker. The U. S. Department of Agriculture placed the per capita consumption of lard last year at 14.01 pounds, against 11.03 pounds for the previous year and 13.01 pounds in 1920. Meat consumption is reported at 149.07 pounds for last year, 143.09 pounds for the previous year and 143.02 three years ago.

### Cottonseed Oil.

Cottonseed oil was active and barely steady. The week's advances were checked by persistent liquidation in March due to fear of deliveries next Monday, which is the first March delivery day. Sentiment continued very mixed, and cash trade moderate. Crude cottonseed is strong at 10 cents bid in the southeast, 10 cents sales in the Valley. Firmness in lard helped the market, but locals continue quite bullish.

Quotations on cottonseed oil at Friday noon were: March, $11.00@11.09; May, $11.41@11.43; July, $11.58@11.60; August, $11.56@11.58; September, $11.48@11.50.

### Oleo and Stearine.

Sales, 10½c; extra oleo oil, 13½c.

## FRIDAY'S GENERAL MARKETS.

New York, February 23, 1923.—Spot lard at New York, prime western, $12.00@12.10; Middle West, $11.75@11.85; city steam, $11.50; refined continent, $12.75; South American, $13; Brazil, kegs, $14; compound, $13.50.

### Liverpool Provision Markets.

Liverpool, February 23, 1923.—(By cable.)—Quotations today: Shoulders, square, 57s ($13.45); shoulders, picnics, 64s ($15.10); hams, long cut, 82s ($19.35); hams, American cut, 82s ($19.35); bacon, Cumberland cut, 72s ($16.99); bacon, short backs, 70s ($16.52); bacon, Wiltshire, 65s ($15.34); bellies, clear, 97s ($22.91); Australian tallow, 38s 5d@41s 5d ($9.06@9.68); spot lard, 63s ($14.87).

### Hull Oil Market.

Hull, England, February 23, 1923.—(By cable).—Refined cottonseed oil, 42s 6d ($10.03; crude cottonseed oil, 37s 5d ($8.83.)

## 7 CENT HOG BEST FOR EVERYONE.

### Strong Hog Market with Dull Product Trade Can't Keep Up.

(Special Letter to The National Provisioner from James A. Duggan, A. Lowitz & Co.)

Chicago, February 23, 1923.—The average price of hogs is again up around $8.25. While the receipts of hogs in Chicago are not up to normal, the western markets have all been well supplied with hogs. Nevertheless, prices continue strong.

It is rather an unusual proceeding to find a strong hog market established in a dull trade for the products. Hams are actually a drug on the market, and cured hams are selling around 15c lb., with the surpluses piling up week after week.

Lard is about the only commodity that shows firmness. The exports of lard for the last four weeks have averaged over 25,000,000 lbs. a week, which no doubt accounts for the continued firmness in lard. It would look as though Europe had been fairly well stocked up with lard for the present and accumulations will, no doubt, go on up to August. While there is less lard now than there was a year ago at this time, by July last year there was over 100,000,000 lbs. in the western market.

With the good quality of the hogs that are coming over with weights much better than last year and a big supply still back in the country, there could be a big stock of lard on hand again before the regular lard season opens, next August.

Many think the strength in lard is due considerably to the actions of the cottonseed oil interests as good buyers. While that may be true, the fact that the exports have been so heavy, the strength of lard could be easily attributed to that cause alone. But the exports of lard are not likely to continue heavy from now on and lard could easily break 1c per lb.

We cannot believe that the hog market is going to continue holding present levels. The condition of the trade does not warrant the present price of hogs. The trade on meats is not what it was a short time ago and as the spring approaches the trade will be duller. Butter, eggs and vegetables will be plentiful and cheaper. This will have a depressing effect on the meat trade and will, no doubt, be reflected in the hog market.

Home consumption of meats last year was a life-saver to the producer of livestock. The dropping off of the export trade was made up to a great extent by the increased home consumption.

The Department of Agriculture reports that 149.7 lbs. of meat was the average American supply during 1922, and the total consumption was estimated at 16,333,000,000 lbs. The per capita consumption shows an increase of 6 lbs. over 1921 and 6½ lbs. over 1920.

The average meat bill per person in 1922 was made up 61.4 lbs. of beef, 7.3 lbs. of veal, 5 lbs. mutton and lamb and 76 lbs. pork.

## MEAT SUPPLIES AT NEW YORK.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending February 17, 1923, with comparisons as follows:

| | Week ending Feb. 17. | Week ending Feb. 10. |
|---|---|---|
| Western dressed meats: | | |
| Steers, carcasses | 6,869 | 8,795 |
| Cows, carcasses | 1,224 | 1,126 |
| Bulls, carcasses | 715 | 859 |
| Veal, carcasses | 8,274 | 9,295 |
| Hogs and pigs | 3,375 | 2,271 |
| Lambs, carcasses | 24,594 | 25,911 |
| Mutton, carcasses | 5,934 | 7,469 |
| Beef cuts, lbs. | 129,677 | 138,032 |
| Pork cuts, lbs. | 1,472,679 | 1,199,748 |
| Local slaughters, Federal inspection: | | |
| Cattle | 10,067 | 9,921 |
| Calves | 10,636 | 9,776 |
| Hogs | 58,420 | 60,488 |
| Sheep | 32,654 | 35,511 |

## MEAT SUPPLIES AT BOSTON.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending February 17, 1923, with comparisons:

| | Week ending Feb. 17. | Week ending Feb. 10. |
|---|---|---|
| Western dressed meats: | | |
| Steers, carcasses | 1,857 | 2,056 |
| Cows, carcasses | 1,808 | 2,284 |
| Bulls, carcasses | 79 | 46 |
| Veal, carcasses | 1,040 | 739 |
| Lamb, carcasses | 11,192 | 12,871 |
| Mutton, carcasses | 956 | 1,267 |
| Pork, lbs. | 259,183 | 294,699 |
| Local slaughters: | | |
| Cattle | 1,267 | 1,377 |
| Calves, carcasses | 1,877 | 1,986 |
| Hogs, carcasses | 21,615 | 26,043 |
| Sheep, carcasses | 4,899 | 4,062 |

## MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending February 17, 1923, with comparisons:

| | Week ending Feb. 17. | Week ending Feb. 10. |
|---|---|---|
| Western dressed meats: | | |
| Steers, carcasses | 2,882 | 2,977 |
| Cows, carcasses | 452 | 459 |
| Bulls, carcasses | 13 | 7 |
| Veal, carcasses | 1,654 | 1,842 |
| Lambs, carcasses | 7,466 | 7,419 |
| Mutton, carcasses | 2,306 | 2,872 |
| Pork, lbs. | 554,384 | 547,388 |
| Local slaughters: | | |
| Cattle | 2,188 | 2,050 |
| Calves | 2,177 | 1,385 |
| Hogs | 22,283 | 21,843 |
| Sheep | 5,404 | 5,214 |

## RECEIPTS AT CENTERS.

SATURDAY, FEBRUARY 17, 1923.

| | Cattle. | Hogs. | Sheep. |
|---|---|---|---|
| Chicago | 1,000 | 10,000 | 1,000 |
| Kansas City | 300 | 2,000 | ..... |
| Omaha | 600 | 19,000 | ..... |
| St. Louis | 400 | 8,000 | 500 |
| St. Joseph | 200 | 5,500 | 500 |
| Sioux City | 1,500 | 14,500 | 500 |
| St. Paul | 600 | 5,000 | ..... |
| Oklahoma City | 100 | 300 | ..... |
| Fort Worth | 100 | 800 | ..... |
| Milwaukee | 100 | 400 | ..... |
| Denver | 100 | 200 | 3,500 |
| Louisville | 100 | 1,800 | 100 |
| Wichita | 200 | 800 | ..... |
| Indianapolis | 200 | 8,000 | 3,000 |
| Pittsburgh | 100 | 1,500 | 300 |
| Cincinnati | 300 | 4,300 | 200 |
| Buffalo | 200 | 2,500 | 1,100 |
| Cleveland | 300 | 3,000 | 500 |
| Nashville | 100 | 1,400 | ..... |
| Toronto | 100 | ..... | ..... |

MONDAY, FEBRUARY 19, 1923.

| | Cattle. | Hogs. | Sheep. |
|---|---|---|---|
| Chicago | 21,000 | 67,000 | 21,000 |
| Kansas City | 12,000 | 18,000 | 6,000 |
| Omaha | 8,000 | 10,000 | 14,000 |
| St. Louis | 3,500 | 25,000 | 1,000 |
| St. Joseph | 4,000 | 15,000 | 6,000 |
| Sioux City | 2,000 | 7,000 | 1,500 |
| St. Paul | 1,500 | 8,000 | 1,500 |
| Oklahoma City | 1,200 | 2,200 | ..... |
| Fort Worth | 1,500 | 1,600 | ..... |
| Milwaukee | 100 | 700 | ..... |
| Denver | 2,800 | 1,400 | 14,500 |
| Louisville | 1,400 | 4,000 | 100 |
| Wichita | 1,200 | 1,300 | ..... |
| Indianapolis | 1,200 | 7,000 | 100 |
| Pittsburgh | 1,000 | 5,000 | 1,000 |
| Cincinnati | 1,600 | 7,800 | 100 |
| Buffalo | 2,000 | 14,000 | 13,000 |
| Cleveland | 1,000 | 7,000 | 900 |
| Nashville | 600 | 2,500 | ..... |
| Toronto | 1,600 | 500 | 300 |

TUESDAY, FEBRUARY 20, 1923.

| | Cattle. | Hogs. | Sheep. |
|---|---|---|---|
| Chicago | 12,000 | 42,000 | 17,000 |
| Kansas City | 10,000 | 16,000 | 7,000 |
| Omaha | 7,500 | 13,000 | 12,000 |
| St. Louis | 4,000 | 17,500 | 1,500 |
| St. Joseph | 3,000 | 8,000 | 7,000 |
| Sioux City | 2,300 | 9,000 | 1,500 |
| St. Paul | 2,200 | 17,500 | 2,000 |
| Oklahoma City | 500 | 1,000 | ..... |
| Fort Worth | 1,500 | 1,500 | ..... |
| Milwaukee | 700 | 3,000 | 300 |
| Denver | 600 | 3,000 | 800 |
| Louisville | 200 | 1,500 | 100 |
| Wichita | 600 | 1,000 | 100 |
| Indianapolis | 1,000 | 8,000 | 700 |
| Pittsburgh | 100 | 2,000 | 200 |
| Cincinnati | 400 | 2,000 | 100 |
| Buffalo | 200 | 2,500 | 1,100 |
| Cleveland | 300 | 2,500 | 1,500 |
| Nashville | 100 | 1,600 | ..... |
| Toronto | 800 | 400 | 100 |

WEDNESDAY, FEBRUARY 21, 1923.

| | Cattle. | Hogs. | Sheep. |
|---|---|---|---|
| Chicago | 9,000 | 23,000 | 16,000 |
| Kansas City | 9,000 | 14,000 | 7,000 |
| Omaha | 7,500 | 14,000 | 8,000 |
| St. Louis | 2,000 | 16,000 | 1,000 |
| St. Joseph | 4,000 | 13,100 | 6,000 |
| Sioux City | 2,700 | 7,500 | 500 |
| St. Paul | 3,300 | 24,000 | 1,500 |
| Oklahoma City | 1,100 | 2,000 | ..... |
| Fort Worth | 2,000 | 2,000 | 200 |
| Milwaukee | 300 | 1,500 | 200 |
| Denver | 800 | 1,500 | 2,100 |
| Indianapolis | 1,200 | 8,000 | 100 |
| Pittsburgh | ..... | 1,500 | 200 |
| Cincinati | 500 | 3,700 | 400 |
| Buffalo | 100 | 1,900 | 800 |

THURSDAY, FEBRUARY 22, 1923.

| | Cattle. | Hogs. | Sheep. |
|---|---|---|---|
| Chicago | 9,000 | 43,000 | 14,000 |
| Kansas City | 4,500 | 9,000 | 6,000 |
| Omaha | 5,000 | 20,000 | 15,000 |
| St. Louis | 1,000 | 12,000 | 300 |
| St. Joseph | 1,800 | 9,000 | 3,500 |
| Sioux City | 2,500 | 10,500 | 500 |
| St. Paul | 2,500 | 15,000 | 800 |
| Oklahoma City | 1,300 | 800 | ..... |
| Milwaukee | 600 | 2,000 | 200 |
| Denver | 700 | 2,600 | 3,000 |
| Indianapolis | 1,000 | 8,000 | 100 |
| Pittsburgh | ..... | 2,000 | 500 |
| Buffalo | ..... | 2,600 | 400 |

FRIDAY, FEBRUARY 23, 1923.

| | Cattle. | Hogs. | Sheep. |
|---|---|---|---|
| Chicago | 4,000 | 52,000 | 10,000 |
| Kansas City | 1,000 | 7,000 | 1,500 |
| Omaha | 2,500 | 24,000 | 5,000 |
| St. Louis | 1,200 | 22,500 | 200 |
| St. Joseph | 800 | 10,000 | 1,500 |
| Sioux City | 1,000 | 16,000 | 500 |
| St. Paul | 1,300 | 17,000 | 700 |
| Oklahoma City | 900 | 2,800 | ..... |
| Fort Worth | 800 | 2,000 | 100 |
| Milwaukee | 300 | 1,200 | 100 |
| Denver | 300 | 700 | 2,400 |
| Indianapolis | 1,000 | 11,000 | 200 |
| Pittsburgh | ..... | 4,500 | 300 |
| Cincinnati | 500 | 5,000 | 100 |
| Buffalo | 300 | 8,800 | 7,000 |

## NEW YORK LIVESTOCK.

The following are the receipts for week ending Saturday, February 17, 1923:

| | Cattle. | Calves. | Hogs. | Sheep. |
|---|---|---|---|---|
| Jersey City | 3,370 | 7,256 | 10,074 | 13,430 |
| New York | 1,311 | 2,322 | 23,254 | 1,987 |
| Central Union | 4,229 | 906 | 971 | 15,172 |
| Total for week | 8,910 | 10,484 | 34,299 | 30,589 |
| Previous week | 9,229 | 9,213 | 36,479 | 26,456 |
| Two weeks ago | 8,437 | 12,501 | 37,916 | 30,718 |

## JANUARY INSPECTED SLAUGHTERS.

Total animals slaughtered under federal inspection during January, 1923, are officially reported by the U. S. Bureau of Agricultural Economics as follows:

Cattle, 745,109; sheep, 1,021,211; swine, 5,134,029; calves, 351,382; goats, 1,863; horses, 196.

Inspection of lard were 209,439,440 lbs. Compound and other substitutes, 32,233,298 lbs.

## TOTAL SLAUGHTERS IN 1922.

Total receipts and slaughters at 67 markets for the year 1922 with comparisons as reported to the U. S. Bureau of Agricultural Economics are as follows:

RECEIPTS AT 67 MARKETS.

| | 1922. | 1921. |
|---|---|---|
| Cattle and calves | 23,217,038 | 19,786,794 |
| Hogs | 44,067,489 | 41,100,989 |
| Sheep | 22,364,475 | 24,168,032 |

LOCAL SLAUGHTER AT 67 MARKETS.

| | 1922. | 1921. |
|---|---|---|
| Cattle and calves | 13,432,168 | 11,077,758 |
| Hogs | 4,198,100 | 3,798,878 |
| Sheep | 10,669,632 | 12,857,650 |

# LIVE STOCK MARKETS

## CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Union Stock Yards, Chicago, Feb. 22.

Trading on bovine stocks this week failed to respond to comparatively light receipts to any appreciable extent until today. With the exception of the initial session when values on butchers' and light hogs slumped 10 to 25c, the hog market saw more normal trading than it has experienced during the past few weeks. Like beef steer trade, fat lambs with the exception of choice lightweight kinds, sold slowly, but fat aged sheep found a ready outlet on most sessions.

Beef steers recovered somewhat on today's market and closed the week unevenly 15 to 25c lower. She stock finished about steady, while bologna bulls reflected advances of 15 to 25c. Veal calves reacted, medium to good grades closing 25 to 75c lower generally. Light and butcher weight hogs showed a 5 to 10c decline for the week, with packing sows on about a steady basis and pigs selling 25c higher.

Choice lightweight wooled lambs went to the scales Thursday about steady with a week earlier, but heavier wool skins and shorn lambs showed losses of 25 to 50c. Fat sheep brought strong to 10c higher prices and feeding and shearing lambs, in very light supply, ruled about steady.

The local four-day offering of cattle was approximately 2,000 less than the corresponding period a week ago. Killing quality was fairly good in the main, 90 to 120-day kinds predominating. Top rested at $10.25 paid several times for matured steers, while a load of long yearlings averaging about 1,100 lbs. reached that figure today. A comparatively small proportion of the beef steer and yearling offerings was good enough to sell above $10 bulk cashing from $8.00 to $9.50.

She stock was comparatively scarce and included many beef heifers of value to sell at $6.00 to $7.00. Comparatively few light heifers were eligible at $8.00 to $8.25, although a few choice kinds in odd lots sold upward to $9.50 and above. Fat cows were most numerous at $4.50 to $6.00, and some having had considerable corn were eligible to $6.25 to $6.75. Several lots of well conditioned Kosher cows made $7.00 to $7.35. Canners and cutters sold mostly at $3.25 to $4.25. Bologna bulls climbed, selling upward to $5.25 today, when the bulk heavies cashed at $4.85 to $5.15. Heavy beef bulls dragged at and below best bologna prices. Receipts of veal calves increased materially, and on Thursday most vealers went to packers at $11.00 to $12.00, while shippers paid upward to $14.50 for their selections.

Hog receipts at Chicago Monday were only seasonal in volume and fell 10,000 short of the high figure registered a week earlier. Prices warped Monday from 10 to 25c before a strong demand had fully asserted itself, but later values recovered a dime. Subsequent daily arrivals of swine were moderate and well distributed from day to day, favoring stable trading levels. Daily gains amounting to about 10c on most sessions recovered most of the price loss inflicted last week. Outside killers called for about 5,000 more hogs during the first four market days of this week than were taken during the corresponding time a week earlier and local killers were also liberal buyers daily. On Thursday the bulk of the 240 to 300-lb. butchers' cashed from $8.10 to $8.20, with most of the 150 to 210-lb. averages going to the scales at $8.30 to $8.50. Packing sows sold generally at $6.85 to $7.15 and desirable pigs brought around $7.75.

With strictly choice light weight wooled lambs rather scarce on most sessions, that kind sold readily, but heavier woolskins and shorn offerings suffered price losses of 25 to 50c, due to liberal receipts of these kinds. Bovine receipts for the first four market days this week show a gain of approximately 5,000 over the same time a week earlier. Packers received about 10,000 directs during this time, the bulk of these coming from the Denver market. City butchers paid the week's high figure, $15.40, on Thursday for strictly choice 82-lb. lambs. Packers refused to go above $15.15. Bulk of the wooled lambs have sold at $14.25 to $15.15, with clipped kinds mostly from $11.50 to $12.50. Extreme heavy clipped lambs sold down to $9.75, while wool skins of comparable weights sold generally around the $12.50 mark. Fed yearling wethers were scarce and sold mostly from $12.50 to $13.00. Fat ewes reached a new peak when choice lightweights cashed at $8.50. Bulk of the desirable ewes marketed so far this week went to killers at $7.50 to $8.40. Feeding and shearing lambs brought up to $15.40 early in the week, demand centering mostly on lambs carrying good flesh and heavy fleeces.

## KANSAS CITY.

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, February 21.

Monday prices for fat cattle broke 25 to 35 cents. The market since then has held steady at that decline. Hogs broke to a new low level of the year on Monday and 25 cents of the loss was regained in the past two days. Only small net changes have occurred in prices for sheep and lambs and the supply is beginning to exceed the demand, indicating that there will be a lower trend in prices.

Choice fat steers are selling at $8.00 to $9.75. They include practically all weights and the degree of finish is being given more consideration than in preceding weeks this season. There is a general inclination to favor the lighter weight kinds and doubtless handy weight and prime yearlings will be commanding a premium in the next few weeks. The bulk of the fed steers are selling at $8.00 to $9.00 and they include the fair to good quality classes that have been fed 90 to 120 days. Some plain quality steers are selling at $7.25 to $7.75 and low grade steers at $6.50 to $7.25. The bulk of the fat cows are selling at $4.50 to $5.75 and canners are 25 cents lower at $2.25 to $2.50. Cutters are selling at $2.75 to $3.50. Bulls are selling mostly at $3.75 to $4.75. Veal calves are slightly higher, extreme top being $12.50. Most of the choice light weight veals are selling at $11.50 to $12 and heavy killing calves at $7 to $9.50.

The top price for hogs today was $8.15 and the bulk of the offerings brought $7.90 to $8.10. Compared with Monday, the market is the lowest day of the week and the lowest day of the season. Prices were 25 cents higher with indications that Monday's decline will curtail the movement the rest of the week and probably bring a general advance. The bulk of the hogs coming now are weighing 180 to 225 pounds. They are uniform in size, quality is good, and dressing per cents are fully up to expectations. Packing sows are selling at $7 to $7.25 and pigs at $7.50 to $7.85.

Choice light weight lambs today sold at $14.50 to $14.65, medium weight lambs $14.10 to $14.50, and heavy lambs $13.40 to $13.85. Some extreme heavy lambs weighing over 100 pounds sold as low as $12.00. Clipped lambs are bringing $11.00 to $12.00, yearlings $11.50 to $12.50, wethers $8.00 to $9.00, and ewes $7.00 to $8.25.

## OMAHA.

(Special Letter to The National Provisioner.)

U. S. Yards, South Omaha, Feb. 21.

Continued liberal receipts of cattle this week have been responsible for a gradual slowing up of the market and except on the more desirable handy weight steers prices are around 10@20c lower. Both local packers and shipping buyers are favoring the handy weight steers as against the extreme heavy or very light grades and there is apparently little urgency to the demand from any quarter. Best of the beeves are selling at $8.75 @9.75, the bulk of the fair to good steers moving at a spread of $7.75@8.50 and the common to fair lots at $7.50 down. A good many unfinished yearlings are selling from $8.00 down. Best heifer stock is still bringing $7.25@8.25 and best fat cows bringing $6.50@7.00, while bulk of the butcher and beef stock is going at $4.50@6.00 with canners and cutters at $2.50@3.50. Calves continue firm at $6.00 @11.50 and bulls, stags, etc., steady at $3.75@6.75.

Hogs are coming to market pretty freely but apparently not too freely to suit the buyers and despite their bearish tactics prices refuse to stay down after they have been forced down. Demand is broader at this time than it has been in recent Februarys, and although light weights are favored and heavy hogs penalized the fair to good hogs of all weights sell at a very narrow spread. There were nearly 12,000 hogs here today and prices were 5@10c higher. Best light weights brought $8.00 against $7.85 last Wednesday and bulk of the trading was at $7.85@7.95 compared with a bulk of $7.65@7.80 one week ago.

Activity and strength have characterized the market for sheep and lambs this week and last week's levels have been well sustained. Good to choice fat lambs are selling at $13.25@14.75; clipped lambs at $11.50@12.75. Yearlings are scarce at $11.50@13.00 and the same is true of wethers at $7.50@9.00. Ewes sell from $5.25@ 8.25 according to weight and finish.

## ST. LOUIS.

(Special Letter to The National Provisioner.)

National Stock Yards, Feb. 21, 1923.

Cattle ruled steady to strong; hogs, sheep and lambs slightly lower in the three-day period here this week. Cattle and sheep were in comparatively light supply, although hog runs were fairly large.

All classes of cattle were active except yearlings, demand for which was not materially improved. The most pronounced strength in the market was on cows and bulls, these closing 15 to 25c up in some cases. Veal calves also responded higher, closing about 50c up for the period.

The bulk of steers suitable for killers sold from $7.25 to $8.75 per cwt., with several consignments cashing at $9.75, the top. Light weight yearlings, most of which were of indifferent quality, sold largely from $5.00 to $7.75, with best registering $9.25. Butcher cows were most numerous at $4.00 to $6.00, cutter cows $3.25 to $3.75 and canners' cows $2.65 to $3.00. Heavy beef bulls commanded $4.50 to $5.00 mainly, medium to good bolognas $4.00 to $5.25, and light bulls and canners $3.25 to $4.00. Stocker and feeder steers varied principally from $4.50 for a plain kind to $7.50 for good quality. Receipts of cattle and calves for the three days, 11,734 head.

Hogs were 25c and in some cases as much as 40c lower Monday. The market showed a rallying movement the following two days, however, and prices closed about 10 to 25c under those of Saturday. The top Wednesday was $8.60 per cwt. paid for light shippers and the bulk of butcher and shipping hogs varied from $8.10 to $8.50, compared with $8.20 to $8.75 last Saturday. Mixed and butchers' the same day were most evident at $8.40

to $8.50, good heavies $8.10 to $8.20, roughs $6.90 to $7.10, lights $8.50 to $8.55, and pigs $7.25 to $8.25. Receipts of hogs from Monday to Wednesday inclusive were 62,671, as against 54,112 for the corresponding period last week.

Fat lambs at a $15.00 top and sheep at $8.00 to $8.25 largely, were steady Monday. Lambs broke 25 to 50c in the following two days, however, and sheep about 15 to 25c. The top for lambs on Wednesday was $14.60 and best ewes commanded $8.00, with withers around $8.75. The same kind of wethers were quotable at $9.00 last week. Plain lambs Wednesday were noted at $14.00 to $14.25, clipped offerings around $12.35 and cull lambs $10.00 to $12.00. In the sheep division choppers and bucks were quotable at $4.50 to $5.50 and canners $2.00 to $3.00. The offering of sheep and lambs for the three days, 4,837 head.

## SIOUX CITY.

(Special Letter to The National Provisioner.)

Sioux City, Iowa, February 22.—There has been some, probably temporary, dropping off in receipts of cattle at this point during the current—the completed week will show a decrease of around 2,000 head compared with the 11,000 here for the previous week. It is likely a bad break in prices on the finish of the previous week has been a principal cause of this lighter movement. At any rate roads are good, weather favorable and it is considered there are still big supplies of cattle in feed lots.

Improvement in market condition as a result of this falling off has been slow to start, but at this writing current prices for beef steers and yearlings are around 25 cents higher than at the finish of the previous week, while the beef grades of she stock are strong to 15 cents higher, competition between local packers and the order trade having held prices for these to a lighter break than was noted on steers late last week. Not much in the beef steer line is selling above $9.00@9.25 at this market, although an occasional sale is noted above these figures. The bulk of beef steers and yearlings are of grades to sell from $8.50 down and $8.25 is buying a very decent style of short fed beef.

In the butcher trade the market is running active with prices on a strong basis, corn fat heifers having sold up to $7.50, cows up to $6.75; bulk of beef grades of she stock $5.00@6.00, but with canners and cutters going at $2.50@3.75. Not many veals coming and tops selling up to $10.50.

The hog market is still puzzling the talent. There are plenty of hogs in the country, but they have not been moving as rapidly as had been expected, will probably reach 50,000 here for the completed week. Prices break seemingly on light supplies and react on fairly liberal supplies. On day of this writing supply was largest of the week to date and from a 5@10c higher opening the trade full 10@15c higher than the previous day and is now about 20@25c higher than on closing day of last week and with all weights selling within a comparatively narrow limit, the bulk at this time running from $7.80@7.90 with an extreme range of $7.35@7.95, but very few below low end of the bulk. Some gossip on expectancy of the spring pig crop is beginning to be heard—and it points to a big crop unless the weather and the penny-a-line correspondent disease get busy.

Only a few loads of the ovine tribe are arriving at this market, and these are mostly fed lambs. Demand is very good and $14.50 has been the stopping point this week. This market does not get any of the fancy lambs that come from Colorado and western Nebraska feed lots at this season of year.

## CATTLE PRODUCTION IN ARGENTINA.

The Argentinian National Livestock Bureau has been supplied with figures compiled by the Rural Society of Argentina intended to show that under present conditions beef is produced in Argentina at an alleged loss to the cattle raiser of about 3.7 cents per pound U. S. currency. An American consular dispatch points out that arbitrary values were used in the compilation and that the apparent loss actually occurs in interest on capital, etc. The dispatch points out that the apparent loss might in reality be a small profit.

## PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, February 17, 1923, are reported by The National Provisioner as follows:

CHICAGO.

| | Cattle. | Hogs. | Sheep. |
|---|---|---|---|
| Armour & Co. | 6,731 | 12,600 | 12,959 |
| Swift & Co. | 8,173 | 11,300 | 13,749 |
| Morris & Co. | 7,326 | 21,100 | 10,361 |
| Wilson & Co. | 5,198 | 14,200 | 10,515 |
| Anglo-Amer. Prov. Co. | 783 | 4,600 | ..... |
| G. H. Hammond Co. | 2,969 | 5,800 | ..... |
| Libby, McNeill & Libby | 981 | ..... | ..... |

Brennan Packing Co., 4,900 hogs; Miller & Hart, 5,400 hogs; Independent Packing Co., 7,400 hogs; Boyd, Lunham & Co., 5,900 hogs; Western Packing & Provision Co., 11,500 hogs; Roberts & Oake, 6,500 hogs; others, 20,500 hogs.

KANSAS CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---|---|---|---|---|
| Armour & Co | 3,799 | 1,244 | 9,809 | 5,084 |
| Cudahy Pkg. Co | 3,086 | 862 | 7,332 | 3,846 |
| Fowler Pkg. Co | 917 | 26 | .... | .... |
| Morris & Co | 4,572 | 1,216 | 9,829 | 2,889 |
| Swift & Co | 4,475 | 1,292 | 11,965 | 5,589 |
| Wilson & Co | 3,952 | 468 | 8,837 | 4,014 |
| Local butchers | 679 | 139 | 732 | .... |
| Total | 21,480 | 5,247 | 48,504 | 21,422 |

ST. LOUIS.

| | Cattle. | Hogs. | Sheep. |
|---|---|---|---|
| Armour & Co | 2,491 | 4,837 | 1,900 |
| Swift & Co | 2,057 | 5,799 | 1,639 |
| Morris & Co | 334 | ..... | 158 |
| St. Louis Dressed Beef Co. | 854 | ..... | ..... |
| Independent Pkg. Co | 510 | 7,171 | 176 |
| East Side Pkg. Co | 648 | 3,954 | 226 |
| Heil Pkg. Co | 22 | 2,728 | ..... |
| American Pkg. Co | 172 | 1,082 | ..... |
| Krey Pkg. Co | 100 | 1,578 | ..... |
| Sartorious Prov. Co | 11 | 1,335 | ..... |
| Sieloff Pkg. Co | 129 | 1,254 | ..... |
| Butchers | 9,014 | 41,908 | 1,033 |
| Total | 16,342 | 71,646 | 5,132 |

SIOUX CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---|---|---|---|---|
| Cudahy Pkg. Co | 3,131 | 115 | 20,315 | 1,635 |
| Armour & Co | 2,644 | 55 | 16,451 | 568 |
| Swift & Co | 1,208 | 22 | 786 | .... |
| Sacks Bros. Pkg. Co | 69 | 42 | .... | .... |
| Smith Bros. Pkg. Co | 97 | 22 | .... | .... |
| Local butchers | 101 | 27 | .... | .... |
| Eastern packers | 67 | .... | 22,012 | 502 |

ST. JOSEPH.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---|---|---|---|---|
| Swift & Co | 3,387 | 574 | 20,172 | 15,763 |
| Hammond Pkg. Co | 2,766 | 328 | 9,111 | 2,893 |
| Morris & Co | 2,783 | 353 | 12,498 | 1,747 |
| Others | 3,214 | 250 | 7,135 | 7,295 |

OKLAHOMA CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---|---|---|---|---|
| Morris & Co | 1,889 | 905 | 4,132 | 124 |
| Wilson & Co | 1,610 | 718 | 4,424 | 7 |
| Other butchers | 32 | .... | 279 | .... |

ST. PAUL.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---|---|---|---|---|
| Swift & Co | 2,272 | 3,617 | 25,015 | 1,792 |
| Armour & Co | 1,418 | 2,181 | 16,381 | 1,456 |
| Katz & Horn Pkg. Co | 180 | 67 | 70 | .... |
| Hertz & Rifkin | 152 | 69 | .... | .... |
| J. R. King | 2 | 4 | 85 | .... |
| Others | 218 | 28 | 4,992 | .... |

CINCINNATI.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---|---|---|---|---|
| E. Kahn & Son | 489 | 103 | 1,565 | 142 |
| Kroger Groc. & Bak. Co. | 138 | 73 | .... | .... |
| C. A. Freund | 87 | 53 | 242 | .... |
| Gus Juengling | 179 | 101 | .... | 28 |
| J. F. Schroth Pkg. Co. | 26 | .... | 2,374 | .... |
| H. H. Meyer Pkg. Co. | 22 | .... | 2,117 | .... |
| John Hilberg & Sons | 175 | .... | .... | 22 |
| W. G. Rehn's Sons | 169 | .... | .... | .... |
| Peoples Pkg. Co | 112 | 156 | .... | .... |
| J. Bauer | 58 | .... | .... | .... |
| A. Sander Pkg. Co | .... | .... | 686 | .... |
| J. Vogel | .... | .... | 868 | .... |
| John Hoffman's Sons Co. | .... | .... | 483 | .... |
| Lohrey Pkg Co | .... | .... | 210 | .... |
| Ideal Pkg. Co | .... | .... | 853 | .... |
| Sam Gall | .... | .... | .... | 97 |
| Jacob Schlachter's Sons | .... | .... | .... | 12 |
| F. Blackburn | .... | .... | .... | 12 |

INDIANAPOLIS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---|---|---|---|---|
| Eastern buyers | 1,239 | 2,454 | 10,185 | 178 |
| Kingan & Co | 2,222 | 359 | 13,810 | 159 |
| Moore & Co | .... | .... | 1,836 | .... |
| Ind. Abat. Co | 1,114 | 74 | 2,516 | 129 |
| Armour & Co | 118 | 22 | 3,318 | 29 |
| Hilgemeier Bros. | .... | .... | 923 | .... |
| Brown Bros. | 111 | 22 | 205 | .... |
| Schussler Pkg. Co | 50 | 64 | 383 | .... |
| Riverview Pkg. Co | .... | 17 | .... | .... |
| Meier Pkg. Co | .... | .... | 264 | .... |
| Ind. Prov. Co | .... | 21 | 244 | .... |
| Worm & Co | 70 | .... | 342 | .... |
| Miscellaneous | 252 | 144 | 190 | 61 |

WICHITA.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---|---|---|---|---|
| Cudahy Pkg. Co | 546 | 473 | 4,667 | 262 |
| Dold Pkg. Co | 180 | 3 | 3,617 | 1 |
| Local butchers | 46 | 8 | .... | .... |

DENVER.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---|---|---|---|---|
| Swift & Co | 850 | 203 | 4,186 | 1,836 |
| Armour & Co | 516 | 135 | 3,675 | 2,724 |
| Blayney-Murphy Co. | 349 | .... | 1,044 | 1 |
| Miscellaneous | 383 | 74 | 1,190 | 668 |

MILWAUKEE.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---|---|---|---|---|
| Plankinton Pkg. Co | 525 | 4,763 | 4,157 | .... |
| Layton Co. | .... | .... | 543 | .... |
| R. Gumz & Co | 63 | 54 | 266 | .... |
| F. C. Gross | 66 | .... | 29 | 2 |
| Butchers | 178 | 273 | 199 | 4 |
| Traders | 220 | 46 | 21 | .... |

FORT WORTH.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---|---|---|---|---|
| Packers | 4,037 | 2,460 | 9,934 | 1,446 |
| Others | 2,900 | 1,190 | 3,616 | 28 |

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ending February 17, 1923, with comparisons:

| | Week ending February 17. | Previous week. |
|---|---|---|
| **Cattle.** | | |
| Chicago | ..... | 26,870 |
| Kansas City | ..... | 19,166 |
| Omaha | ..... | *19,835 |
| St. Louis | ..... | 14,148 |
| Sioux City | 7,287 | 6,558 |
| St. Joseph | 12,150 | 10,461 |
| Oklahoma City | 3,531 | 3,360 |
| St. Paul | 4,242 | 5,078 |
| Cincinnati | 1,455 | 1,488 |
| Indianapolis | 5,216 | 6,244 |
| Wichita | 772 | 1,158 |
| Denver | 2,098 | 2,125 |
| Milwaukee | 1,052 | 1,313 |
| Fort Worth | 6,937 | 6,257 |
| **Hogs.** | | |
| Chicago | ..... | 142,800 |
| Kansas City | ..... | 64,503 |
| Omaha | ..... | *60,388 |
| St. Louis | ..... | 75,525 |
| Sioux City | 59,564 | 55,460 |
| St. Joseph | 5,016 | 56,835 |
| Oklahoma City | 8,835 | 8,642 |
| St. Paul | 50,542 | 49,364 |
| Cincinnati | 9,398 | 11,364 |
| Indianapolis | 34,216 | 47,338 |
| Wichita | 8,284 | 9,957 |
| Denver | 10,095 | 9,319 |
| Milwaukee | 5,215 | 7,542 |
| Fort Worth | 13,540 | 7,549 |
| **SHEEP.** | | |
| Chicago | ..... | 38,936 |
| Kansas City | ..... | 20,774 |
| Omaha | ..... | *39,139 |
| St. Louis | ..... | 4,544 |
| Sioux City | 2,705 | 3,100 |
| St. Joseph | 27,698 | 22,115 |
| Oklahoma City | 131 | 175 |
| St. Paul | 3,248 | 3,009 |
| Cincinnati | 313 | 601 |
| Indianapolis | 556 | 761 |
| Wichita | 263 | 293 |
| Denver | 5,229 | 5,762 |
| Milwaukee | 6 | 116 |
| Fort Worth | 1,474 | 1,673 |

*Tuesday missing.

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Saturday, February 17, 1923:

| | Week ending Feb. 17. | Previous week. | Cor. week, 1922. |
|---|---|---|---|
| **CATTLE.** | | | |
| Chicago | 32,162 | 26,870 | 35,296 |
| Kansas City | 27,154 | 23,873 | 19,759 |
| Omaha | 20,633 | 16,496 | 14,990 |
| East St. Louis | ..... | 11,244 | 5,391 |
| St. Joseph | 10,284 | 7,774 | 6,443 |
| Sioux City | 7,265 | 6,265 | 4,988 |
| Cudahy | 717 | 776 | 796 |
| South St. Paul | ..... | ..... | 10,634 |
| Philadelphia | 2,188 | 2,050 | 1,430 |
| Indianapolis | 2,004 | 2,188 | 1,430 |
| Boston | 1,267 | 1,377 | ..... |
| New York and Jersey City | 10,067 | 9,921 | 8,755 |
| Oklahoma City | 5,154 | 4,709 | 4,453 |
| Milwaukee | 793 | 887 | ..... |
| **HOGS.** | | | |
| Chicago | 136,000 | 142,800 | 136,120 |
| Kansas City | 48,817 | 64,503 | 42,864 |
| Omaha | 55,382 | 56,750 | 51,230 |
| East St. Louis | ..... | 48,750 | 28,172 |
| St. Joseph | 39,298 | 42,215 | 29,039 |
| Sioux City | 29,048 | 28,596 | 25,752 |
| Cudahy | 16,075 | 18,839 | 9,615 |
| Cedar Rapids | ..... | 16,300 | 8,500 |
| Ottumwa | 8,835 | 12,922 | 10,793 |
| South St. Paul | 36,800 | 50,300 | 43,695 |
| Fort Worth | 9,400 | 4,600 | 14,100 |
| Philadelphia | 22,283 | 21,843 | 18,930 |
| Indianapolis | 20,992 | 28,092 | 21,200 |
| Boston | 21,615 | 26,043 | ..... |
| New York and Jersey City | 38,420 | 60,488 | 32,762 |
| Oklahoma City | 8,835 | 8,642 | 11,784 |
| Milwaukee | 5,215 | 7,514 | 65,900 |
| Cincinnati | 19,600 | 17,000 | 17,200 |
| **SHEEP.** | | | |
| Chicago | 47,584 | 38,936 | 45,577 |
| Kansas City | 21,748 | 20,774 | 16,596 |
| Omaha | 36,740 | 31,782 | 28,550 |
| East St. Louis | ..... | 3,158 | 3,137 |
| St. Joseph | 22,810 | 17,478 | 15,202 |
| Sioux City | 2,326 | 3,056 | 3,877 |
| Cudahy | 237 | 339 | 47 |
| South St. Paul | ..... | ..... | 5,057 |
| Philadelphia | 5,404 | 5,214 | 4,802 |
| Indianapolis | 449 | 231 | 350 |
| Boston | 4,899 | 4,062 | ..... |
| New York and Jersey City | 32,654 | 33,511 | 26,367 |
| Oklahoma City | 131 | 175 | 157 |
| Milwaukee | 6 | 116 | ..... |

# HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

### Chicago.

PACKER HIDES.—One packer moved about 1,500 Jan.-Feb. native bulls at 13¾c, a steady level. There is a rumor around the market that additional business was put over in heavy cows but diligent inquiry fails to reveal confirmation or enlightening details. Last business was at a trifle better than 16¼c for December take-off. January forward material is expected to sell much lower as outlets for winter kill are narrow. Native steers are considered a trifle easy in tone with supplies accumulating. Nominal market considered 19½@20c with inside nearer buyer's views. Texas, 17½@18c; inside nearer market for current kill; butts, 18c; Colorados, 17c; branded cows, 13c; heavy cows, 15½@16¼c; lights quoted, 14½@15c; outside paid and asked; net bulls, 13¾c; branded, 11½@12c.

COUNTRY HIDES.—Business at easier prices is continually reported around the market, simply because buyers can only be interested in the cheaper cost materials and also that sellers holding earlier collected stuff are unwilling to market their goods at lower prices than ruled in January when they were collected. A good deal of the movement reported around the market at this time is in all weight descriptions for the account of dealers who are accumulating cheap cost material to apply on late sales and to move at reductions and accommodate tanners in a certain respect.

All weight hides of seasonable description are generally quoted at 12½c delivered basis. Some business was recently noted in material as current received, carrying a moderate percentage of grubs as low as 12c. Collectors report slightly increased receipts of hides from the butchers and farmers and this fact induces some free selling. Tanners for the most part complain of disparity in hide and leather values and claim they are forced to effect economies in their raw stock purchasing in order to meet the keen competition of other manufacturers, in the finished leathers.

Heavy steers here are quoted up to 14c talked with little support in sight. Heavy cows and buffs sold as low as 12c delivered Chicago basis for stock reputed to be free of grubs. Local sellers have ideas of better than 13c as a rule and most of the outside sellers of grub free varieties consider 12½c an absolute low mark. Extremes here are quoted 13¾@14c, and best Ohio shippers talk better than that figure. Outside sellers in this vicinity sell grub free descriptions at 13½c and mixed quality material at 13c. Branded country hides are steady at 10½c flat basis and country packers at 12@12½c basis; bulls 10½c paid and country packers at 12½c paid as noted yesterday; some held higher. Glue hides are quoted at 8@8¼c paid and 9c now talked.

NORTHWESTERN HIDES.—Twin Cities sellers continue anxious to sell material. All weight hides are quoted at 12¼@12½c delivered Chicago basis paid and nominal. Heavy weight hides range at 12@12½c with the inside reported quietly accepted. Light hides lately sold at 13½c delivered and it is said even less money would be considered on material containing a few grubs. Bulls 10@10½c; kipskins range at 13@15c and calfskins at 15@17½c for descriptions. Horse, $4.75@5.25 flat f. o. b. asked.

CALFSKINS.—Nothing transpiring in the skin markets. Tanners for the main part are slow to become interested in skins. Supplies have been well reduced. Packers are quoted at 18@18½c last paid and nominal with Jan. forward usually unsold. City skins are said to be available at the last price of 18c. Collectors tentatively demand 18½c because of the apparently small stocks. Outside city skins recently made 17½@18c from first salt and resalted descriptions made 15c. Countries quoted at 13@15c; deacons, $1.00@1.10; slunks, $1.25 paid and bid with $1.40 asked. Kipskins, 16½@17½c for fresh stock and other descriptions range at 13@16c as to varieties and qualities.

### New York.

PACKER HIDES.—No movement is reported in city slaughter stock. Little interest is manifested by tanners. Holdings are moderate and mainly on the native order. Tanners think native steers should sell no higher than 19c, while last sales were at 19½c. Butts quoted 17½c and Colorados 16½c; cows last sold at 14½c. Bulls are quoted at 13½c.

SMALL PACKER HIDES.—A moderate strong undertone is claimed for eastern small packer hides, due to slaughter to February generally being sold. About 2,000 Jan.-Feb. all weights sold at 14½c and a car of steers made 18c. Two thousand January all weight cows sold at 14½c. A car of choice outside packer early salting extreme lights sold at 16c.

COUNTRY HIDES.—Very little in the way of new business is reported in the country varieties. Tanners are only interested in the bargain lots and are doing considerable shopping around. Sellers for the most part are resisting all efforts to have the market shaded, but certain sellers, mainly the first collectors, are willing to accept bids in order to keep sold up through the season of poor receipt. Sellers who are offering the greatest resistance are stocks with hides of fall quality and they are not willing to sell on the basis of tanners' ideas. Ohio light hides are available as low as 13¾c, but most parcels are held above 14c. Western light hides are quoted 13½@13¾c for grub free varieties as to sections. Southern light hides are salable up to 12c for good quality material carrying less than 25 per cent grubs and holders talk as much as a cent higher. A couple of cars of Canadian all weight hides sold at 12½c flat basis. Some Canadian buffs sold at 12½c selected. Penn. buffs are offered at 12½c and extremes at 13½@14c as to quality and grub content.

CALFSKINS.—New York trimmed city skins are still quiet with occasional sales of certain weights to meet tanners' requirements at prices considered gradually easing. Lights lately made $1.55 and mediums $2.15. Heavy weights continue dull and available at $2.85. Light kips lately sold at $3.05 and buttermilks $2.60. Heavy kip last sold at $4.40, but are quoted easier in line with the rest of the market. Two cars Penn. city skins sold $1.40@1.90@2.50. Car Penn. countries sold $1.25, $1.75, $2.25. Untrimmed range at 16½@18c.

## INTERSTATE COMMERCE CASES.

(Continued from page 22.)

**Prejudicial Rates on Lard Substitutes.**—No. 14653. Texas Chamber of Commerce et al., Dallas, Texas, vs. Alexandria & Western et al. Unjust, unreasonable, preferential and prejudicial rates on lard substitutes, salad and cooking oils, from Sherman, Texas, to points in Arkansas, Louisiana, Oklahoma, Missouri and New Mexico, because they exceed the scale of rates prescribed by commission for uniform application in southwestern territory on packinghouse products in Investigation of Alleged Unreasonable Rates on Meats, 22 I. C. C. 160, increased as authorized by G. O. No. 28 and Ex Parte 74 with 1922 reductions. Asks cease and desist order, rates no higher than the distance scale of rates prescribed by commission with subsequent modifications, and reparation.

**Demurrage Charges Stand.**—In a report on No. 13132, Brennan Packing Co. vs. Director-General and Chicago Junction, opinion No. 8228, 77 I. C. C. 307-8, the commission held that demurrage charges assessed on line cars held on the complainant's sidetrack from December 31, 1918, to January 13, 1919, because of existing embargoes, was properly assessed and not unreasonable or otherwise unlawful.

The cars in question were ordered by the complainant, which did not specify the destination. They were wanted for the transportation of cured meats, for export via New York. January 3 the Chicago Junction notified the complainant there was an embargo against shipments to New York. The complainant had loaded one car. It was tendered and refused.

Under the meat inspection law the meat that had been loaded could not be returned to the warehouse. It could not be disposed of locally nor sent to another destination, because the complainant was under contract to produce meat exclusively for export through New York. The complainant contended the carrier should have taken away the empty cars when it knew they could not be used. The commission said the carrier was under no obligation to remove them unless ordered by the complainant and no such orders, the commission said, had been given. The partial interference of federal regulations with the disposition of the contents of the first car loaded, the commission said, did not constitute ground for ordering a refund of demurrage charges. It called attention to the fact that federal regulations did not apply on two of the cars held under load, awaiting the lifting of the embargo.

## CHICAGO HIDE QUOTATIONS.

(Special Report to The National Provisioner from J. F. Nicolas.)

Chicago, Feb. 24, 1923.—Quotations on hides at Chicago for the week ending Feb. 24, 1923, with comparisons, are as follows:

PACKER HIDES.

| | Week ending Feb. 24, '23. | Week ending Feb. 17, '23. | Cor. week, 1922. |
|---|---|---|---|
| Spready native steers ....... | @23c | 22½@23c | 15½@16c |
| Heavy native steers ....... | @20c | 20 @20½c | 15 @15½c |
| Heavy Texas steers ....... | @18c | @17½c | @15c |
| Heavy butt branded steers ....... | @18c | @18c | @15c |
| Heavy Colorado steers ....... | @17c | @17c | @14c |
| Ex-Light Texas steers ....... | @13c | @13c | 12 @12½c |
| Branded cows.. | @13c | @13c | 12 @12½c |
| Heavy native cows ........ | @16½c | @16½c | @14½c |
| Light native cows ....... | @15c | @15c | @13c |
| Native bulls ... | 13½@14c | 13½@14c | 9 @10c |
| Branded bulls.. | 11½@12c | 11½@12c | 8 @ 8½c |
| Calfskins ...... | 18 @18½c | 18½@18¾c | 18 @19c |
| Kip ............ | 17 @17½c | 17 @17½c | 16 @17c |
| Slunks, regular. | $1.25@1.40 | $1.25@1.40 | $1.20@1.30 |
| Slunks, hairless. | 35 @75c | 40 @85c | 35 @70c |

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

| | Week ending Feb. 24, '23. | Week ending Feb. 17, '23. | Cor. week, 1922. |
|---|---|---|---|
| Natives, all weights ..... | 14 @14½c | 14 @14½c | 11½@12c |
| Bulls, native... | 12½@13c | 12½@13c | 6 @ 7c |
| Branded hides.. | 12½@13c | 12 @12½c | 7 @ 8c |
| Calfskins ...... | 18 @18½c | 18 @18½c | 16 @17c |
| Kip ............ | 17 @17½c | 17 @17½c | 15 @16c |
| Light calf .... | $1.30@1.35 | $1.20@1.30 | $1.25@1.30 |
| Slunks, regular. | $1.00@1.10 | $1.00@1.10 | $1.00@1.10 |
| Slunks, hairless. | 35 @70c | 35 @70c | 30 @60c |

COUNTRY HIDES.

| | Week ending Feb. 24, '23. | Week ending Feb. 17, '23. | Cor. week, 1922. |
|---|---|---|---|
| Heavy steers .. | 13 @14c | 13 @14c | 8½@ 9c |
| Heavy cows ... | 12½@13c | 12½@13c | 8½@ 9c |
| Buffs .......... | 12½@13c | 12½@13c | 8 @ 8½c |
| Extremes ...... | 13½@14c | 13½@14c | 10 @11c |
| Bulls .......... | 10 @10½c | 10 @10½c | @ 6½c |
| Branded ....... | 10 @11c | 10 @11c | @ 6½c |
| Calfskins ...... | 15 @16c | 15 @16c | 14 @15c |
| Kip ............ | 13 @14c | 13 @14c | 12 @13c |
| Light calf .... | $1.10@1.20 | $1.10@1.20 | $1.15@1.25 |
| Deacons ...... | $0.90@1.00 | $0.90@1.00 | $0.95@1.05 |
| Slunks, regular. | 50 @60c | 50 @60c | 60 @70c |
| Slunks, hairless. | 25 @30c | 25 @30c | 30 @35c |
| Horsehides .... | $4.50@5.00 | $4.50@5.00 | $3.00@4.00 |
| Hogskins ...... | 15 @20c | 15 @20c | 20 @25c |

Prices quoted are f. o. b. Chicago or Chicago freight equalized, for straight carloads or more to tanners. Dealers' price range ½@2c per lb. less.

# ICE AND REFRIGERATION

## ICE NOTES.

The Marshall Ice Co. will erect a 30-ton capacity plant at Greenville, S. C.

Williamson & Miller Co. are installing a 16-ton ice plant at Wellington, Texas

The Kesterson Ice Co. will construct a $40,000 ice plant at Parkersburg, W. Va.

The Home Ice & Cold Storage Co. will build an ice plant of 25 tons capacity at Fresno, Cal.

The Athens Ice & Coal Co., Inc., has been organized at Athens, Ga., with a capital stock of $25,000.

Wilson Brothers will establish an ice plant with a daily capacity of 15 tons at Paducah, Texas.

W. D. Hammond, manager of the Moab Light & Power Co., is installing a cold storage plant at Moab, Utah.

The Consumers Ice & Coal Co. was recently incorporated at Blytheville, Ark., with a capital stock of $50,000.

The Great Falls Meat Co., Great Falls, Mont., contemplate erecting a cold storage plant and warehouse at Shelby, Ore.

The Greenwood Ice & Coal Co. will rebuild their plant at Greenwood, S. C., which was recently destroyed by fire.

A. B. Hale has commenced operations on the installation of a modern ice and cold storage plant, to cost $50,000, at Tampa, Fla.

## MERGER OF ICE PLANTS.

The merger of eleven corporations owning twenty ice plants and three cold storage plants which has been in process of completion for some time, has finally been consummated. The eleven companies which were merged are the Consolidated Ice Co., North Pole Ice Co., Pittsburgh Ice Co., Wilkinsburg Ice Co., Union Ice Co., Union Storage Co., Standard Ice Co., Colonial Ice Co., Columbia Ice Co., Mount Olive Ice Co., and Hilltop Ice Co., all located in Pittsburgh, Pa., and its environs.

The new corporation operating these companies will be financed and managed by local interests. It is believed that by operating the properties under one corporate ownership a very large percentage of the operating cost can be saved. The stock of the company will be listed on the Pittsburgh Stock Exchange.

## FROZEN AND CURED MEAT STOCKS.

Summary of cold storage holdings of frozen and cured meats on February 1, 1923, with comparisons, 000's omitted, is given by the U. S. Bureau of Agricultural Economics, as follows:

| | Feb. 1, 1923. | Jan. 1, 1923. | Feb. 1, 1922. | Feb. 1, 5-year avg. |
|---|---|---|---|---|
| Beef, frozen .......... | 88,858 | 91,805 | 61,522 | 204,039 |
| Beef, fully cured...... | 10,674 | 9,091 | 6,347 | 30,204 |
| Beef, in process of cure | 13,873 | 15,359 | 10,426 | ..... |
| Pork, frozen .......... | 119,427 | 72,273 | 71,722 | 99,072 |
| Pork, dry salt........ | 57,042 | 41,683 | 54,423 | 205,523 |
| In process of cure.... | 98,552 | 79,443 | 74,266 | ..... |
| Pork, pickled ........ | 143,144 | 133,616 | 88,387 | 330,463 |
| In process of cure.... | 268,660 | 243,491 | 196,100 | ..... |
| Lamb and mutton, froz. | 5,283 | 4,523 | 3,914 | 21,492 |
| Meats, miscellaneous... | 67,325 | 63,201 | 57,171 | 90,645 |
| Lard .................. | 55,789 | 48,808 | 61,202 | 88,013 |

## WELD ON MEAT PACKING.

(Continued from page 23.)

River, and because two-thirds of the population is in the eastern part of the country, somebody has to convert livestock into meats in the livestock district and distribute the meats in markets hundreds of miles away. This is a business which cannot be done successfully on a small scale. Livestock have to be handled in large numbers in order to keep down production costs and to eliminate waste. Livestock products have to be shipped in carloads and trainloads for successful long-distance shipment, and an extensive distributing organization has to be provided in order to get meats into the hands of retailers and consumers in the best of condition. This is the reason why the large packing company has developed in the United States. This is the reason why large packing companies have developed in the Argentine, except that in the Argentine the cattle country is several thousand miles distant from European consumers, whereas the American packers have their principal market within a thousand or fifteen hundred miles.

It has already been suggested that if livestock were raised where the people live there would be no need of the large packing companies. As a matter of fact, some livestock is raised in every state; consequently, there are smaller concerns which handle local supplies of animals and sell in local markets. The United States Census of 1919 reported 1,304 packing plants. Every city of any size has local plants. Every country town has local butchers that handle local livestock for village consumers.

### Why Big and Small Packers.

There are a limited number of very large companies, whose principal reason for existence is found in the fact that they can best do the long-distance business; then there are the medium-sized companies, many of them doing a business of from ten to twenty million dollars a year or more, which specialize on local business but many of which do a considerable interstate business; and then there are the thousands of country butcher shops which come in competition with

both the medium-sized packers and the very large houses.

From the standpoint of the public the present organization is undoubtedly a fortunate one. On the one hand we have all the benefits arising from large-scale production and marketing, and on the other, we have the benefits flowing from competition. The large packers are in active competition with each other; the medium-sized packers also compete with each other; so do local butchers in their respective communities. And all three classes of packers are in competition with each other. Each class of packers is necessary; each will endure.

### Big Packers Kill Less Per Cent.

It is interesting to observe that although there was a tendency before and during the war for the large packers to handle an increasing proportion of the total livestock of the country, there has been a distinct tendency in the opposite direction since 1919. In that year the five large packers together handled 69 per cent of all animals killed under federal inspection. In 1922 the percentage had dropped to 59 per cent, a very substantial decrease. This has been due in part to the fact that small houses do not have to go to the expense of developing widespread sales organizations which are necessary in doing a long-distance business. It is also due to the high freight rates, which have militated against long-distance shipment. And, in some cases, at least, smaller packers have been able to keep down their expenses through lower wages and longer hours.

### Size of the Industry.

The packing industry is often referred to as the largest and most important single industry in the United States. "It is true that in the Census classification of industries the slaughtering and meat-

packing industry has a larger volume of sales than any other. Its sales in 1919 were over four billion dollars. The next most important industry was iron and steel, with sales of less than three billion dollars. Automobiles came third, with sales of nearly two and one-half billion dollars.

But this does not tell the whole story. For its enormous volume of business the packing industry needed a little over a billion dollars in capital; the iron and steel industry needed over two and one-half billion; the cotton manufacturing industry, with half the volume of sales, required a capital investment half as large again as the packing industry.

Again, turning to the number of wage-earners employed, the packing industry required in 1919 only about 160,090; the iron and steel industry 375,000; and the cotton goods over 400,000. The packing industry is therefore the largest only in the sense that the value of its products is the largest. From the standpoint of capital invested and wage earners employed there are other industries ahead of the packing industry. But the value of products is an important consideration, especially when the products are used every day by almost everybody in order to maintain life. From this standpoint the packing industry is the largest and most vital industry in the country.

### How Packing Industry Differs

Now that we have compared the packing industry with other industries in point of size, let us see in what important respects this industry differs from other industries. In the first place, the packing industry is not one where various raw materials are brought together and assembled into a single finished product.

On the contrary, the raw material purchased by the packing industry is already a rather highly developed organism, and the manufacturing process consists of breaking up the raw material into various parts, resulting in a considerable diversity of products. This has a marked influence on the operating methods of the industry, the accounting methods, and the sale of products.

For example, in accounting, by-products cause complications. When the packer buys a whole steer for one hundred dollars, what is the cost of the loin, of the hide, and of the hoofs? Each is a different product and brings a different price. The ordinary text books on accounting give very little help in solving this problem. The industry has had to develop its own methods, with the primary object of determining the value of the meat, which is the principal product.

Then again, this diversity of products complicates the marketing problem. The packer cannot sell bacon, hides, and fertilizer through the same trade channel. He has to develop separate specialized sales departments to sell these different products. Some are sold direct to retailers, some to wholesalers, and others go direct to manufacturers who use his products as their raw materials.

### Sales Outlets for Packers.

Although different outlets have to be found for the various products, the principal marketing operations of the packer have to do with the sale of meats. During the early days of concentration of the packing industry in Chicago cured meats were sold largely through brokers and wholesalers. There even developed in the Chicago Board of Trade a system of future trading in provisions. And this was extremely useful, both in furnishing a continuous outlet for the sale of pork products and in making it possible to reduce risks by hedging operations. As the packers began to develop their own distributing organizations, however, and as the demand for the old-fashioned salt pork declined, the packers came to rely less and less on the Board of Trade and to merchandise these goods themselves. Future trading in lard and provisions still continues, but it plays a much less important part than formerly.

As a rule, the packers, especially the larger ones, sell their meats direct to retailers. The reasons for this are as follows:

When Western packers first began shipping Western meats to Eastern markets they found that direct sale was one way of combating the prejudice against Western meats. Eastern dealers were not sympathetic; so in some cases the packers took these Eastern wholesale dealers into partnership with them in order to obtain their co-operation as well as established outlets for their products. The perishability of meats has also made it desirable to sell direct to retailers so as to avoid unnecessary handling and to experite the process.

### Keeping Contact with Demand.

Another reason lies in the fact that in order to market perishable meats successfully, is is necessary to keep in closest possible touch with the changing market demands, so that each city may receive just the amount of meat it needs. This can be done better by coming in direct contact with retailers than by selling through wholesalers. Finally, so far as the large packers are concerned, they have sufficient volume of business to maintain branch distributing houses at extremely low operating costs.

The distributing organizations that have been built up by the large packers in order to reach retailers all over the country are very extensive and perform a more thorough marketing service than perhaps can be found in any other industry. Large cities and towns, together with territory immediately surrounding them, are reached through branch distributing houses that have already been referred to. These branch houses are equipped with artificial refrigeration; each has its manager and corps of salesmen, meat handlers, and accountants. Most of them also have delivery equipment, so that the goods are carried to the very door of the retailer.

There are many thousands of towns, however, that cannot be reached by these branch houses, and sale is made direct to retailers in such towns by making direct shipments from the packing plants. A salesman calls on retailers in towns along a certain line of railroad and sends his orders to his home office. The goods are then loaded into refrigerator cars, which make regular trips over regular routes once or twice a week. These are known in the industry as "car routes"; outsiders sometimes call them "peddler" cars.

Through these two methods large packers reach practically every railroad town in the country and even many towns, ranches, summer hotels, etc., which are some distance from railroad stations. As a matter of fact it might be said that the large packers are engaged more in distribution than they are in manufacturing; at least more than half of the expenses of the meat part of their business are for freight and selling.

### Fluctuating Stock Receipts.

Another feature of this industry is that it has practically no control over the purchase of its raw material. This is not so true of the small packer as it is of the large, and not so true in those parts of the country where livestock is not produced in large quantity and where there are no public stockyards. But the large packing companies, located in the principal livestock centers, have to purchase all the livestock that is shipped to market, and the receipts at these markets vary enormously from season to season, from month to month, from week to week, and even from day to day.

The cotton manufacturer can buy as much or as little raw cotton as he wants, and he can buy whenever he wants it. Not so with the packing industry. The supply of livestock depends upon the shipments of farmers, and over these shipments the packer has absolutely no control. He never knows from week to week how many animals he will handle during the following week, nor the number of people he will need to employ. Consequently, he cannot plan ahead as to how much meat he will ship or how much he will be able to sell through his sales outlets.

The fluctuating prices that are caused by the varying supply of livestock not only result in unfortunate uncertainty to the packer but also irritate the livestock producer, who never knows for sure just what price he will obtain when his shipment reaches market. Sometimes he strikes a falling market and thinks that somebody has artificially depressed the price. Just as often he strikes a rising market, and has no complaint to offer.

Another way in which the packing industry differs from most other industries lies in the fact that a meat packer cannot set a price on his product. This applies

especially to fresh meat, which is a highly perishable product and which has to be sold by the packer within a couple of weeks after the livestock is purchased. It is true that beef can be held for a month or longer before it is finally consumed, and the best steaks and roasts are held for that length of time; and this is a common practice with restaurants and hotels.

**Selling Perishable Products.**

Perishability of fresh meats is one of the fundamental facts of the industry. Meat cannot be stowed away in cold storage as can butter and eggs and poultry. True, it can be frozen hard and kept indefinitely, and this was done during the war for foreign shipment. But the American trade doesn't use frozen meat, and not 5 per cent of the meat is frozen and stored.

Because of its perishability, fresh meat has to be sold out for whatever price can be obtained. The Chicago packer, shipping carloads of beef to New York, cannot instruct the New York manager to hold out for a certain price. The price depends on the conditions at the time the meat is offered for sale. After taking a week or more to get the meat to New York and ready for sale, they are only a few days' leeway in which the final sale can be made.

There is more leeway in the case of cured pork products. These spend several weeks in the curing process and are not so perishable as fresh meats. They can be held long enough to even out the supplies throughout the year, and this is a fortunate thing for both the farmer and the consumer, because hogs are marketed in largest quantity during the winter, followed by a relative scarcity during the summer and early fall. But cured ham and bacon are available in sufficient quantity throughout the year. The prospective demand for ham and bacon keeps up the price of hogs to the farmer during the winter months. The stored product, available during the summer, keeps the price to the consumer within reason.

(To be continued.)

**PRODUCERS' COMMISSION AGENCIES.**

The issue of February 17th of THE NATIONAL PROVISIONER carried on page 48 the statement that the Producers' Commission Association, a live stock commission firm at the Chicago Stockyards, had made a cut in commission charges 40% below that charged by the members of the Chicago Live Stock Exchange. This should have read The Progressive Live Stock Commission Association, which is a private concern, and not the Producers' Commission Association, which is a co-operative concern, selling livestock at current commission rates, and making a refund at the end of the year of all earnings.

A statement from the National Live Stock Producers' Association gives the following information concerning these companies:

Producers' companies conduct a regular livestock buying and selling business on commission. The plan followed by them was formulated by the Farmers' Live Stock Marketing Committee of Fifteen, which was appointed by President J. R. Howard of the American Farm Bureau Federation. These agencies are all affiliated through the National Live Stock Producers' Association of Chicago.

At the present time there are six offices in operation. These offices are located at: East Buffalo, N. Y., Chicago, Ill., Fort Worth, Tex., Indianapolis, Ind., Peoria, Ill., and National Stock Yards, Ill. A seventh office will be opened at Kansas City, Mo., on March 5th.

All of these offices have paid expenses from the beginning. The first office was opened for business at National Stock Yards, Ill. (St. Louis market), on January 2nd, 1922. This is the only office to complete a year's business at this date, on January 2, 1923.

They showed earnings of close to $45,000 and refunded to their member-patrons more than $6 per car on the livestock contributed. The total amount refunded amounted to $40,407.

All of these offices are or have been in first place as regards volume of business handled at their respective markets. The Indianapolis office has handled 30% of the total receipts of that market; Buffalo and Peoria, 20%; Ft. Worth and St. Louis, 12% to 15%; and Chicago approximately 6%. The producers are preparing to establish offices a[illegible] ioux City, Iowa, and Cleveland, Ohio.

# Meat Production and Consumption Statistics

Meat and livestock production and consumption statistics for November, 1922, with comparisons for November, 1921, have been compiled by the U. S. Bureau of Agricultural Economics and are as follows:

CATTLE, CALVES, BEEF AND VEAL.

| | November 1921. | November 1922. | January-November 1921. | January-November 1922. |
|---|---|---|---|---|
| Inspected slaughter: | | | | |
| Cattle | 686,115 | 859,413 | 7,022,088 | 7,899,071 |
| Calves | 292,172 | 347,711 | 3,548,523 | 3,872,923 |
| Average live weight: | | | | |
| Cattle, pounds | 1,002.41 | 946.17 | ........ | ........ |
| Calves, pounds | 188.99 | 188.61 | ........ | ........ |
| Average dressed weight: | | | | |
| Cattle, pounds | 529.08 | 490.46 | ........ | ........ |
| Calves, pounds | 100.89 | 106.39 | ........ | ........ |
| Total dressed weight (carcass): | | | | |
| Beef, pounds | 363,009,724 | 421,507,700 | 3,797,749,153 | 4,217,193,136 |
| Veal, pounds | 29,477,233 | 36,992,973 | 340,681,095 | 365,023,217 |
| Storage: | | | | |
| Beginning of month— | | | | |
| Fresh beef, pounds | 49,014,045 | 47,929,281 | ........ | ........ |
| Cured beef, pounds | 14,471,896 | 19,884,292 | ........ | ........ |
| End of month— | | | | |
| Fresh beef, pounds | 63,188,392 | 73,510,520 | ........ | ........ |
| Cured beef, pounds | 17,144,477 | 22,607,407 | ........ | ........ |
| Exports: | | | | |
| Fresh beef and veal, pounds | 368,245 | 530,214 | 12,067,333 | 3,473,248 |
| Cured beef, pounds | 2,325,728 | 1,888,492 | 23,265,526 | 24,862,149 |
| Canned beef, pounds | 188,712 | 100,918 | 5,922,602 | 2,408,058 |
| Oleo oil and sterin,[1] pounds | 9,192,867 | 10,772,391 | 149,966,590 | 111,922,365 |
| Tallow, pounds | 750,946 | 1,649,098 | 13,101,342 | 29,137,193 |
| Imports:[2] | | | | |
| Fresh beef and veal, pounds | 3,361,417 | ........ | 28,956,241 | ........ |
| Tallow, pounds | 255,660 | ........ | 1,863,779 | ........ |
| Prices per 100 lbs.: | | | | |
| Average cost in U. S. of all classes and grades— | | | | |
| Cattle | $5.30 | $5.63 | ........ | ........ |
| Calves | $6.77 | $7.18 | ........ | ........ |
| Cattle, good steers (Chicago) | $9.39 | $10.56 | ........ | ........ |
| Beef carcasses, good grade (eastern markets) | $13.81 | $15.86 | ........ | ........ |
| Veal calves (Chicago) | $7.70 | $8.91 | ........ | ........ |
| Veal carcasses, good grade (eastern markets) | $16.67 | $15.42 | ........ | ........ |
| Receipts, cattle and calves at public stockyards | 1,927,819 | 2,427,330 | 18,370,292 | 21,392,400 |
| Stocker and feeder shipments from public stockyards | 497,147 | 709,516 | 3,258,466 | 4,572,303 |
| Estimated number of cattle on farms in U. S.: | | | | |
| Jan. 1 | 65,587,000 | 65,632,000 | ........ | ........ |
| Nov. 1 | 68,932,000 | 69,176,000 | ........ | ........ |

HOGS, PORK, AND PORK PRODUCTS.

| | November 1921. | November 1922. | January-November 1921. | January-November 1922. |
|---|---|---|---|---|
| Inspected slaughter of hogs | 3,447,027 | 4,345,076 | 35,175,558 | 37,902,192 |
| Average live weight, pounds | 215.59 | 214.83 | ........ | ........ |
| Average dressed weight, pounds | 164.67 | 162.51 | ........ | ........ |
| Total dressed weight (carcass), pounds | 567,621,936 | 706,118,301 | 6,104,742,458 | 6,565,988,456 |
| Number pounds of lard per 100 lbs. live weight | 15.42 | 14.99 | ........ | ........ |
| Storage: | | | | |
| Beginning of month— | | | | |
| Fresh pork, pounds | 38,517,426 | 30,688,068 | ........ | ........ |
| Cured pork, pounds | 321,138,419 | 364,482,485 | ........ | ........ |
| Lard, pounds | 48,850,095 | 36,750,464 | ........ | ........ |
| End of month— | | | | |
| Fresh pork, pounds | 37,512,934 | 34,347,316 | ........ | ........ |
| Cured pork, pounds | 318,076,056 | 383,939,131 | ........ | ........ |
| Lard, pounds | 42,001,231 | 32,454,821 | ........ | ........ |
| Exports: | | | | |
| Fresh pork, pounds | 2,716,316 | 5,377,833 | 54,673,696 | 21,023,452 |
| Cured pork, pounds | 34,783,063 | 55,209,639 | 641,653,051 | 601,218,876 |
| Canned pork, pounds | 147,964 | 187,758 | 1,035,942 | 2,420,989 |
| Sausage, pounds | 689,620 | 687,390 | 8,289,186 | 8,767,036 |
| Lard, pounds | 52,592,785 | 63,798,906 | 826,836,776 | 706,335,439 |
| Imports:[2] Fresh pork, pounds | 46,873 | ........ | 708,246 | ........ |
| Prices per 100 pounds: | | | | |
| Average cost in U. S. of all classes and grades | $7.36 | $8.54 | ........ | ........ |
| Live hogs, medium weight (Chicago) | $7.12 | $8.29 | ........ | ........ |
| Fresh pork loins, 10-14 lbs. (eastern markets) | $18.00 | $19.82 | ........ | ........ |
| Shoulders— | | | | |
| Skinned (eastern markets) | $13.02 | $14.96 | ........ | ........ |
| Picnics, 6-8 lbs. (eastern markets) | $12.00 | $13.50 | ........ | ........ |
| Butts, Boston style (eastern markets) | $15.60 | $18.64 | ........ | ........ |
| Bacon, breakfast (eastern markets) | $24.80 | $27.52 | ........ | ........ |
| Hams, smoked, 10-12 lbs. (eastern markets) | $22.23 | $21.37 | ........ | ........ |
| Lard, tierces (eastern markets) | $11.58 | $12.69 | ........ | ........ |
| Receipts of hogs at public stockyards | 3,686,526 | 4,420,985 | 37,170,199 | 39,063,310 |
| Stocker and feeder shipments from public stockyards | 32,504 | 54,634 | 463,090 | 546,699 |
| Estimated number of hogs on farms in U. S.: | | | | |
| Jan. 1 | 56,097,000 | 57,834,000 | ........ | ........ |
| Nov. 1 | 73,207,000 | 77,440,000 | ........ | ........ |

SHEEP, LAMB AND MUTTON.

| | November 1921. | November 1922. | January-November 1921. | January-November 1922. |
|---|---|---|---|---|
| Inspected slaughter, sheep and lambs | 1,040,390 | 882,213 | 12,114,924 | 10,071,330 |
| Average live weight, pounds | 81.17 | 83.36 | ........ | ........ |
| Average dressed weight, pounds | 38.59 | 39.85 | ........ | ........ |
| Total dressed weight (carcass), pounds | 40,148,650 | 35,156,188 | 450,013,465 | 383,189,674 |
| Storage, fresh lambs and mutton: | | | | |
| Beginning of month, pounds | 6,840,223 | 3,458,392 | ........ | ........ |
| End of month, pounds | 7,520,449 | 3,707,836 | ........ | ........ |
| Exports of fresh lamb and mutton, pounds | 176,218 | 76,267 | 63,957,871 | 1,620,549 |
| Imports of fresh lamb and mutton,[2] pounds | 1,244,103 | ........ | 23,978,780 | ........ |
| Prices per 100 lbs.: | | | | |
| Average cost in U. S. of all classes and grades sheep and lambs | $7.60 | $12.21 | ........ | ........ |
| Lambs, 84 lbs. down, medium to prime (Chicago) | $9.05 | $13.79 | ........ | ........ |
| Lamb carcasses, good grade (eastern markets) | $19.79 | $24.59 | ........ | ........ |
| Sheep, medium to choice grade (Chicago) | $4.36 | $7.26 | ........ | ........ |
| Mutton, good grade (eastern markets) | $11.11 | $14.31 | ........ | ........ |
| Receipts of sheep at public stockyards | 2,068,015 | 2,287,608 | 22,503,695 | 20,848,046 |
| Stocker and feeder shipments from public stockyards | 510,556 | 757,339 | 2,892,425 | 3,910,948 |
| Estimated number of sheep on farms in U. S. Jan. 1 | 37,452,000 | 36,327,000 | ........ | ........ |

[1]1922 figure is for oleo stearin only.

[2]On account of the new tariff law, import figures for November, 1922, are not yet available and export figures are for domestic only.

# Chicago Section

Frank Kohrs, secretary and treasurer of the Kohrs Packing Co., Davenport, Ia., was in Chicago this week.

D. G. Calkins, vice-president of the Drummond Packing Co., Eau Claire, Wis., spent a day in Chicago this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 32,201 cattle, 11,613 calves, 103,729 hogs, and 43,446 sheep.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, February 17, 1923, for shipment sold out, ranged from 7.00 to 19.00c per lb., averaged 11.99c per lb.

Provision shipments from Chicago for the week ending February 17, 1923, with comparisons, were as follows:

| | Last week. | Prev. week. | Last year. |
|---|---|---|---|
| Cured meats, lbs. | 11,907,000 | 14,300,000 | 13,370,000 |
| Lard, lbs. | 9,695,000 | 12,291,000 | 5,980,000 |
| Fresh meats | 21,208,000 | 25,071,000 | 22,242,000 |
| Pork, bbls. | 4,000 | 5,000 | 6,000 |
| Canned meats, cases | 5,000 | 11,000 | 9,000 |

The condition of Tom Dunderdale, who has been at the German Evangelical Hospital, Chicago, for many weeks, is still critical. His suffering is intense and some of his lifelong friends in the industry are interested in giving him such care as is possible under the circumstances. Contributions for this purpose may be sent to John W. Hall, Webster building, Chicago.

D. F. O'Brien, for many years manager of the ammonia department of Morris & Company, Chicago, is now connected with the Barrett Company, 40 Rector street, New York City, as sales manager. This is one of the biggest concerns of this kind in the country, manufacturing ammonia, tar products, roofing and street paving. The "duke's" army of friends in the packing industry will be glad to learn of his new connection.

Chicago friends of John J. Felin and Fred Pfund of Philadelphia are arranging radio connections with Florida for the next few weeks, as they expect to get some very interesting and exciting sport by "listening in" on some of the Florida golf courses. Mr. Felin has been down there getting in training for several days, and Mr. Pfund left for Florida this week. W. T. Riley will be missed from the party this year because of illness. All Florida usually waits for the arrival of this trio as the event of the season.

## WENTWORTH HEADS NEW BUREAU.

Armour & Company have centered their research and extension work in livestock under the title of Armour's Livestock Bureau, with Major Edward N. Wentworth as director. This new bureau will continue the livestock activities conducted under the old Bureau of Agricultural Research and Economics, and new fields, particularly in economic research, will be explored.

Major Wentworth has had extensive experience in the field of animal industry,

EDWARD N. WENTWORTH,
Director Armour's Livestock Bureau.

having been assistant professor of animal husbandry at the Iowa State College of Agriculture from 1907 to 1913; associate editor of The Breeder's Gazette, 1913-14; professor of animal breeding, Kansas State Agricultural College, 1914-17, when he entered the army as captain and operations officer of field artillery. In this capacity he served until the beginning of 1919, when he was made assistant director of the College of Agriculture and professor of animal husbandry in the A. E. F. University at Beaune, France. He retired from the army with the rank of major and was awarded the Officier du Merite Agricole by the French government.

Major Wentworth entered the service of Armour & Company in November, 1919, with the publicity department, and was transferred to the agricultural work early the following spring. He has taken an active interest in the livestock activities around the yards and has acted as secretary of the committee on improved livestock breeding of the Institute of American Meat Packers since it was established. This committee has done much toward the encouragement of breeding better livestock through the offering of silver cups and medals for the best bred animals at the various market shows. He has been identified with the International Livestock Exposition in various capacities during the last few years, and at the last annual meeting of the Saddle and Sirloin Club was elected its president for 1923.

Many scientific papers dealing with fundamental researches into heredity and the mode of transmission of different characteristics in domestic animals have been published by Major Wentworth, and he is the author of the biographical sketches entitled "The Portrait Gallery of the Saddle and Sirloin Club," as well as practical and highly informational books published by Armour & Company on beef cattle and hog production.

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, February 22, 1923, with comparison, are reported to The National Provisioner as follows:

| | Week ending Feb. 22. | Previous week. | Cor. week, 1922. |
|---|---|---|---|
| Armour & Co. | 10,800 | 8,700 | 11,550 |
| Anglo-Amer. Prov. Co. | 6,800 | 3,200 | 7,800 |
| Swift & Co. | 10,400 | 7,800 | 11,500 |
| G. H. Hammond & Co. | 6,300 | 5,200 | 6,000 |
| Morris & Co. | 13,500 | 16,700 | 11,500 |
| Wilson & Co. | 11,800 | 10,300 | 9,800 |
| Boyd-Lunham & Co. | 6,000 | 5,900 | 8,900 |
| Western Pkg. & Prov. Co. | 12,000 | 11,300 | 15,200 |
| Roberts & Oake | 5,700 | 6,400 | 7,100 |
| Miller & Hart | 5,400 | 5,700 | 5,400 |
| Independent Packing Co. | 6,500 | 6,900 | 6,800 |
| Brennan Packing Co. | 5,700 | 4,400 | 6,300 |
| Wm. Davies Co. | 2,700 | 1,700 | 4,700 |
| Agar Packing Co. | 2,600 | 3,200 | ..... |
| Others | 10,100 | 9,600 | 8,500 |
| Total | 116,300 | 107,000 | 121,050 |

## CHICAGO MEAT TRADE CONDITIONS.

The weekly review of meat trade conditions at Chicago by the United States Bureau of Agriculture Economics is as follows:

With receipts of all meats, excepting veal, fairly liberal and a very uneven and generally slow demand, prices on cows, veal, lamb and pork show some decline from a week ago. Sellers worked hard to hold prices on a steady basis, while buyers were bearish, causing considerable unevenness in prices.

Steer beef supplies consisted largely of common and medium grades, with the bulk selling from $11.50 to $14.50. Choice steers were scarce, while the supply of good steers, selling from $15 to $16, was limited. Prices held generally steady with a week ago, with slight advances on bullocks, selling from $12 to $14. Steer lots included a fair percentage of heifers. She stock supplies were comparatively light, with demand centering on lower grades, which held steady with a week ago, while better grades were weak to 50c lower. Rounds and chucks moved fairly well, while demand for ribs and loins was uneven and somewhat narrow. While demand for bologna bulls was generally slow, prices on the limited offerings show an advance of 25c over a week ago. A fair demand for kosher beef held prices about steady with a week ago on the moderate offerings, although there was some weakness noticeable on the lower grades.

While receipts of veal were light and prices were advanced at the week's opening, buyers became very bearish and demand decidedly narrow, resulting in a loss of the early advance and a further decline of $1 from last week's closing on choice calves.

With liberal offerings of lamb and a narrow uneven demand, prices were forced downward from $1 to $2 from last week's closing. General quality was good, with heavyweights in the majority.

With receipts of mutton generally light and demand centering on medium and common grades, such kinds held steady to strong with a week ago, while slight declines were noticeable on the better grades, being influenced by the decline in lamb prices.

Although pork supplies were fairly liberal throughout the week, prices were advanced with the week's opening. However, the advances were not sustained and a decidedly unevenness of prices soon developed, resulting in many unevenly lower sales, with sellers working hard to prevent week-end accumulation. Under a slightly improved demand, the week end trade became more steady at prices generally 50c lower than a week ago.

Compared with last Friday, steers unchanged, good cows steady to 50c lower, other grades mostly steady, bulls 25c higher, veal steady to $1 lower, lamb $1 to $2 lower, common mutton steady to $1 higher, medium unchanged, good steady to $1 lower, pork loins, shoulders and picnics 50c lower. Boston butts steady to 50c lower and spareribs steady to $1 lower. Veal and mutton will be well cleaned up, while there will be a light carryover of beef and a moderate carryover of lamb and pork.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to February 23, 1923, shows exports from that country were as follows: To England, 171,602 quarters; to the Continent, 28,125; to other ports, none. Exports for the previous week were as follows: To England, 74,809 quarters; to the Continent, 8,757 quarters; to other ports, none.

## CHICAGO LIVESTOCK.

### RECEIPTS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---|---|---|---|---|
| Monday, Feb. 12 | 23,860 | 3,501 | 74,635 | 22,749 |
| Tuesday, Feb. 13 | 13,883 | 2,639 | 52,496 | 13,121 |
| Wednesday, Feb. 14 | 8,021 | 2,036 | 20,552 | 12,858 |
| Thursday, Feb. 15 | 6,903 | 1,247 | 10,215 | 13,601 |
| Friday, Feb. 16 | 6,384 | 463 | 28,275 | 12,443 |
| Saturday, Feb. 17 | 1,000 | 300 | 10,000 | 1,000 |
| Total for week | 59,551 | 10,177 | 196,173 | 75,772 |
| Previous week | 54,504 | 10,241 | 208,013 | 60,278 |
| Year ago | 56,695 | 15,059 | 187,186 | 71,647 |
| Two years ago | 44,935 | 13,108 | 199,838 | 97,531 |

### SHIPMENTS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---|---|---|---|---|
| Monday, Feb. 12 | 5,169 | 438 | 15,557 | 5,048 |
| Tuesday, Feb. 13 | 4,050 | 298 | 16,001 | 5,838 |
| Wednesday, Feb. 14 | 3,836 | 188 | 9,016 | 3,810 |
| Thursday, Feb. 15 | 3,001 | 98 | 5,067 | 6,121 |
| Friday, Feb. 16 | 1,730 | 61 | 10,720 | 4,452 |
| Saturday, Feb. 17 | 400 | 50 | 5,000 | 500 |
| Total this week | 18,160 | 1,133 | 61,560 | 25,768 |
| Previous week | 18,902 | 1,015 | 72,148 | 20,386 |
| Year ago | 21,633 | 1,104 | 50,527 | 26,414 |
| Two years ago | 19,590 | 1,272 | 47,853 | 33,766 |

Receipts at Chicago for the year to February 17, 1923, with comparisons, were as follows:

| | — February — | | ——Year—— | |
|---|---|---|---|---|
| | 1923. | 1922. | 1923. | 1922. |
| Cattle | 127,100 | 133,100 | 408,115 | 399,458 |
| Calves | 25,729 | 37,955 | 90,124 | 101,512 |
| Hogs | 516,821 | 449,765 | 1,516,143 | 1,380,075 |
| Sheep | 160,015 | 164,447 | 518,128 | 527,033 |

Combined receipts at seven points for the week ending February 17, 1923, with comparisons:

| | *Cattle. | Hogs. | Sheep. |
|---|---|---|---|
| Week ending Feb. 17 | 188,000 | 557,000 | 197,000 |
| Previous week | 165,000 | 643,000 | 183,000 |
| 1922 | 173,000 | 529,000 | 182,000 |
| 1921 | 135,000 | 569,000 | 224,000 |
| 1920 | 170,000 | 523,000 | 197,000 |
| 1919 | 211,000 | 725,000 | 149,000 |
| 1918 | 196,000 | 655,000 | 162,000 |
| 1917 | 171,000 | 538,000 | 216,000 |
| 1916 | 147,000 | 568,000 | 202,000 |
| 1915 | 108,000 | 505,000 | 214,000 |
| 1914 | 122,000 | 411,000 | 207,000 |

Combined receipts at seven points to February 17, 1923, with comparisons:

| | Cattle. | Hogs. | Sheep. |
|---|---|---|---|
| 1923 | 1,311,000 | 4,532,000 | 1,387,000 |
| 1922 | 1,185,000 | 3,713,000 | 1,300,000 |
| 1921 | 1,191,000 | 4,221,000 | 1,544,000 |
| 1920 | 1,523,000 | 4,371,000 | 1,428,000 |

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Combined weekly hog receipts at eleven markets for 1923 to Feb. 17, with comparisons:

| | Week. | Year to date. |
|---|---|---|
| Week ending February 17 | 678,000 | 5,587,000 |
| Previous week | 767,000 | ....... |
| Corresponding week, 1922 | 630,000 | 4,432,000 |
| Corresponding week, 1921 | 716,000 | 5,407,000 |
| Corresponding week, 1920 | 652,000 | 5,418,000 |

Prices of hogs at Chicago for week ending February 17, 1923, with comparisons, are as follows:

Chicago Stock Yard receipts, average weights and top and average prices of hogs for under-mentioned weeks:

| z z z z z z | Number received. | Average weight, lbs. | ——Prices—— Top. | Average. |
|---|---|---|---|---|
| Week ending Feb. 17 | *196,200 | *232 | $ 8.75 | $ 8.05 |
| Previous week | 208,013 | 236 | 8.85 | 8.10 |
| 1922 | 187,186 | 232 | 10.50 | 9.90 |
| 1921 | 199,838 | 228 | 10.35 | 9.25 |
| 1920 | 165,478 | 234 | 15.55 | 14.30 |
| 1919 | 244,488 | 228 | 18.00 | 17.65 |
| 1918 | 245,179 | 232 | 17.70 | 16.95 |
| 1917 | 196,237 | 206 | 13.00 | 12.65 |
| 1916 | 193,598 | 208 | 8.75 | 8.45 |
| 1915 | 158,539 | 221 | 6.85 | 6.65 |
| 1914 | 151,576 | 226 | 8.82½ | 8.65 |
| 1913 | 166,599 | 232 | 8.70 | 8.45 |
| Average, 1913-22 | 190,900 | 225 | $11.80 | $11.30 |

*Receipts and average weight for week ending February 17, 1923, unofficial.

Chicago packers' hog slaughter for week ending February 17, 1923:

| | This week. |
|---|---|
| Armour & Co. | 12,600 |
| Anglo-American | 4,600 |
| Swift & Co. | 11,300 |
| Hammond Co. | 5,800 |
| Morris & Co. | 21,100 |
| Wilson & Co. | 14,200 |
| Boyd-Lunham | 5,900 |
| Western Packing Co. | 11,500 |
| Roberts & Oake | 6,500 |
| Miller & Hart | 5,400 |
| Independent Packing Co. | 7,400 |
| Brennan Packing Co. | 4,900 |
| Wm. Davies | 1,800 |
| Agar Packing Co. | 2,500 |
| Others | 20,500 |
| Totals | 136,000 |
| Previous week | 142,800 |
| Year ago | 140,000 |
| Two years ago | 158,800 |
| Three years ago | 125,600 |

### WEEKLY AVERAGE PRICE OF LIVESTOCK.

| | Cattle. | Hogs. | Sheep. | Lambs. |
|---|---|---|---|---|
| Previous week | 9.00 | 8.10 | 7.75 | 14.00 |
| Cor. week, 1922 | 7.55 | 9.90 | 7.70 | 14.85 |
| Cor. week, 1921 | 8.35 | 9.25 | 4.50 | 8.35 |
| Cor. week, 1920 | 12.90 | 14.30 | 13.25 | 20.40 |
| Cor. week, 1919 | 15.80 | 17.65 | 11.80 | 17.85 |
| Cor. week, 1918 | 12.15 | 16.95 | 12.50 | 16.00 |
| Cor. week, 1917 | 10.45 | 12.65 | 11.45 | 14.30 |
| Cor. week, 1916 | 8.35 | 8.45 | 7.85 | 10.95 |
| Cor. week, 1915 | 7.65 | 6.65 | 6.90 | 9.10 |
| Cor. week, 1914 | 8.45 | 8.65 | 6.00 | 7.80 |
| Cor. week, 1913 | 8.25 | 8.45 | 6.10 | 8.40 |
| Average, 1913-22 | $10.00 | $11.30 | $ 8.80 | $12.80 |

Prices at Chicago, Wednesday, February 21, 1923:

### CATTLE.

| | |
|---|---|
| **Beef Steers:** | |
| Med. and heavy wt. (1,100 lbs. up)— | |
| Choice and prime | $10.00@11.25 |
| Good | 9.35@10.00 |
| Medium | 8.10@ 9.35 |
| Common | 6.00@ 8.10 |
| Light weight (1,100 lbs. down)— | |
| Choice and prime | 10.00@11.50 |
| Good | 9.25@10.00 |
| Medium | 7.90@ 9.25 |
| Common | 5.90@ 7.90 |
| **Butcher Cattle:** | |
| Heifers, common choice | 5.90@ 7.90 |
| Cows, common choice | 5.50@ 9.85 |
| Bulls, Bologna and beef | 4.40@ 7.75 |
| **Canners and Cutters:** | |
| Cows and heifers | 3.15@ 4.40 |
| Canner steers | 3.75@ 4.75 |
| **Veal Calves:** | |
| Light and med. weight, med. good and choice | 8.75@13.75 |
| Heavy weight, common choice | 4.25@10.75 |

### HOGS.

| | |
|---|---|
| Top | $ 8.40 |
| Bulk of sales | 7.80@ 8.40 |
| Heavy weight (250 lbs. up), med. choice | 7.95@ 8.15 |
| Med. weight (200-250 lbs.), med. choice | 8.05@ 8.35 |
| Light weight (150-200 lbs.), com. choice | 8.25@ 8.40 |
| Light lights (130-150 lbs.), com. choice | 8.00@ 8.35 |
| Packing sows (250 lbs. up), smooth | 7.00@ 7.40 |
| Packing sows (200 lbs. up), rough | 6.75@ 7.10 |
| Killing pigs (130 lbs. down), med. choice | 7.25@ 8.00 |

### SHEEP.

| | |
|---|---|
| Lambs (85 lbs. down), medium price | $13.00@15.25 |
| Culls and common | 9.50@13.00 |
| Yearling wethers | 9.50@13.50 |
| Wethers, medium prime | 7.00@10.75 |
| Ewes, medium choice | 5.75@ 8.50 |
| Culls and common | 3.50@ 6.25 |
| Feeding lambs, medium choice | 13.25@15.40 |

# Chicago Provision Markets

## CASH PRICES.

**Based on Actual Carlot Trading, Thursday, February 22, 1923.**

### Green Meats.

| | |
|---|---|
| **Regular Hams—** | |
| 8-10 lbs. avg | @17½ |
| 10-12 lbs. avg | @16 |
| 12-14 lbs. avg | @15 |
| 14-16 lbs. avg | @15 |
| 16-18 lbs. avg | @15 |
| 18-20 lbs. avg | @15 |
| **Skinned Hams—** | |
| 14-16 lbs. avg | @17 |
| 16-18 lbs. avg | @17 |
| 18-20 lbs. avg | @17 |
| 20-22 lbs. avg | @16 |
| 22-24 lbs. avg | @14¼ |
| 24-26 lbs. avg | @13¼ |
| 25-30 lbs. avg | @12½ |
| **Picnics—** | |
| 4- 6 lbs. avg | @ 9½ |
| 6- 8 lbs. avg | @ 9 |
| 8-10 lbs. avg | @ 8¼ |
| 10-12 lbs. avg | @ 8⅛ |
| **Clear Bellies—** | |
| 6- 8 lbs. avg | @19 |
| 8-10 lbs. avg | @16¾ |
| 10-12 lbs. avg | @14½ |
| 12-14 lbs. avg | @13½ |
| 14-16 lbs. avg | @13 |

### Pickled Meats.

| | |
|---|---|
| **Regular Hams—** | |
| 8-10 lbs. avg | @16½ |
| 10-12 lbs. avg | @15½ |
| 12-14 lbs. avg | @15 |
| 14-16 lbs. avg | @15 |
| 16-18 lbs. avg | @15 |
| 18-20 lbs. avg | @15¼ |
| **Skinned Hams—** | |
| 14-16 lbs. avg | @16¾ |
| 16-18 lbs. avg | @16¼ |
| 18-20 lbs. avg | @15¾ |
| 20-22 lbs. avg | @14½ |
| 22-24 lbs. avg | @13½ |
| 24-26 lbs. avg | @13 |
| 25-30 lbs. avg | @12½ |
| **Picnics—** | |
| 4- 6 lbs. avg | @ 9¼ |
| 6- 8 lbs. avg | 8¾@ 9 |
| 8-10 lbs. avg | @ 8¼ |
| 10-12 lbs. avg | @ 8⅛ |
| **Clear Bellies—** | |
| 6- 8 lbs. avg | @17 |
| 8-10 lbs. avg | @15 |
| 10-12 lbs. avg | @14 |
| 12-14 lbs. avg | @13½ |
| 14-16 lbs. avg | @13 |

### Dry Salt Meats.

| | |
|---|---|
| Extra ribs | @10¾ |
| Extra clears | @10¾ |
| Regular plates | @ 8¼ |
| Clear plates | @ 7¾ |
| Jowl butts | @ 7 |
| **Fat Backs—** | |
| 8-10 lbs avg | @ 8¼ |
| 10-12 lbs. avg | @ 8¾— |
| 12-14 lbs. avg | @ 9 |
| 14-16 lbs. avg | @ 9½ |
| 16-18 lbs. avg | @10 |
| 18-20 lbs. avg | @11 |
| 20-25 lbs. avg | @12 |
| **Clear Bellies—** | |
| 12-14 lbs. avg | @12¾ |
| 14-16 lbs. avg | @12½ |
| 18-20 lbs. avg | @12 |
| 20-25 lbs. avg | @11¾ |
| 25-30 lbs. avg | @11½ |
| 30-35 lbs. avg | @11¼ |

## FUTURE PRICES.

**Official Board of Trade Range of Prices.**

SATURDAY, FEBRUARY 17, 1923.

| | Open. | High. | Low. | Close. |
|---|---|---|---|---|
| LARD—(Per 100 lbs.)— | | | | |
| Mar. | $11.27½ | $11.27½ | $11.27½ | $11.27½ |
| May | 11.32½ | 11.45 | 11.32½ | 11.42½ |
| July | 11.50 | 11.60 | 11.50 | 11.55 |
| RIBS—(Boxed 25c more than loose)— | | | | |
| May | 10.85 | 10.85 | 10.82½ | 10.82½ |
| July | ..... | ..... | ..... | 10.87½ |

MONDAY, FEBRUARY 19, 1923.

| | Open. | High. | Low. | Close. |
|---|---|---|---|---|
| LARD—(Per 100 lbs.)— | | | | |
| Mar. | 11.22½ | 11.27½ | 11.22½. | 11.27½ |
| May | 11.37½ | 11.40 | 11.35 | 11.37½ |
| July | 11.50 | 11.55 | 11.50 | 11.50 |
| RIBS—(Boxed 25c more than loose)— | | | | |
| May | ..... | ..... | ..... | 10.82½ |
| July | 10.82½ | 10.82½ | 1.080 | 10.80 |

TUESDAY, FEBRUARY 20, 1923.

| | Open. | High. | Low. | Close. |
|---|---|---|---|---|
| LARD—(Per 100 lbs.)— | | | | |
| Mar. | 11.32½ | 11.40 | 11.32½ | 11.40 |
| May | 11.40 | 11.47½ | 11.40 | 11.45 |
| July | 11.52½ | 11.57½ | 11.52½ | 11.57½ |
| RIBS—(Boxed 25c more than loose)— | | | | |
| May | 10.90 | 10.90 | 10.87½ | 10.90 |
| July | 10.87½ | 10.87½ | 10.87½ | 10.87½ |

WEDNESDAY, FEBRUARY 21, 1923.

| Lard— | Open. | High. | Low | Closing Feb. 21. |
|---|---|---|---|---|
| March | 11.55 | 11.55 | 11.42½ | 11.45 |
| May | 11.60 | 11.60 | 11.50 | 11.52½ |
| July | 11.70 | 11.75 | 11.62½ | 11.65 |
| Ribs— | | | | |
| May | ..... | ..... | ..... | 10.00 |
| July | 10.95 | 10.97½ | 10.95 | 10.92½ |

THURSDAY, FEBRUARY 22, 1923.

(Holiday—no market.)

FRIDAY, FEBRUARY 23, 1923.

| | Open. | High. | Low. | Close. |
|---|---|---|---|---|
| LARD—(Per 100 lbs.)— | | | | |
| March | 11.45 | 11.50 | 11.45 | 11.50 |
| May | 11.55 | 11.57½ | 11.52½ | 11.55 |
| July | 11.70 | 11.70 | 11.65 | 11.67½ |
| RIBS—(Boxed 25c more than loose)— | | | | |
| May | ..... | ..... | ..... | 10.87½ |
| July | 10.95 | 10.97½ | 10.95 | 10.95 |

## FOREIGN EXCHANGE SITUATION.

Editor's Note—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants Loan & Trust Company, Chicago, Ill.

| Country.—Monetary unit. | Par value in U. S. money. | Value on Feb. 22. |
|---|---|---|
| Austria—Krone | $ .203 | .0000145 |
| Belgium—Franc | .193 | .0535 |
| Czecho-Slovakia—Krone | * | .0297 |
| Denmark—Krone | .268 | .1953 |
| Finland—Finmark | .193 | .0271 |
| France—Franc | .193 | .0609 |
| Germany—Mark | .238 | .000045 |
| Great Britain—Pound | 4.866 | 4.72 |
| Greece—Drachma | .193 | .0116 |
| Italy—Lira | .193 | .0486 |
| Japan—Yen | .498 | .4875 |
| Jugo-Slavia—Krone | † | .... |
| Netherlands—Florin | .402 | .3970 |
| Norway—Krone | .268 | .1856 |
| Poland—Polish mark | * | .000022 |
| Roumania—Leu | .193 | .0050 |
| Russia—Rouble | .515 | .... |
| Servia—Dinar | .193 | .0098 |
| Spain—Peseta | .193 | .1566 |
| Sweden—Krona | .268 | .2655 |
| Switzerland—Franc | .193 | .1880 |
| Turkey—Turkish pound | 4.40 | .... |

*No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.

†No longer quoted—see Servia.

## PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, February 21, 1923.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 20@22c; green hams, 8-10 lbs., 20c; 10-12 lbs., 17½c; 12-14 lbs., 17c; green clear bellies, 6-8 lbs., 18½c; 8-10 lbs., 18c; 10-12 lbs., 17c; 12-14 lbs., 16c; green rib bellies, 10-12 lbs., 16½c; 12-14 lbs., 15c; sweet pickled clear bellies, 6-8 lbs., 14½c; 8-10 lbs., 14½c; 10-12 lbs., 14c; 12-14 lbs., 13½c; sweet pickled rib bellies, 10-12 lbs., 14c; 12-14 lbs., 13½c; sweet pickled hams, 8-10 lbs., 18½c; 10-12 lbs., 18c; 12-14 lbs., 17c; dressed hogs, 14½c; city steam lard, 11½c; compound, 13@13¼c.

Western prices: Pork loins, 8-10 lbs., 17@17½c; 10-12 lbs., 16@17c; 12-14 lbs., 15½c; 14-16 lbs., 15c; skinned shoulders, 13c; boneless butts, 22c; Boston butts, 16c; lean trimmings, 12@13c; regular trimmings, 10@11c; spareribs, 11@13c; neck ribs, 6c; kidneys, 7c; livers, 3c; pig tongues, 15c; pig tails, 13@14c.

## CHICAGO RETAIL FRESH MEATS

(Corrected weekly by C. W. Kaiser, Sec'y United Master Butchers' Ass'n of Chicago.)

### Beef.

| | No. 1. | No. 2. | No. 3. |
|---|---|---|---|
| Rib roast, heavy end | 38 | 32 | 28 |
| Rib roast, light end | 42 | 35 | 24 |
| Chuck roast | 20 | 18 | 14 |
| Steaks, round | 32 | 30 | 25 |
| Steaks, sirloin, first cut | 56 | 42 | 30 |
| Steaks, porterhouse | 75 | 50 | 32 |
| Steaks, flank | 25 | 22 | 15 |
| Beef stew, chuck | 18 | 15 | 14 |
| Corned briskets, boneless | 22 | 20 | 18 |
| Corned plates | 14 | 12 | 10 |
| Corned rumps, boneless | 25 | 22 | 18 |

### Lamb.

| | Good. | Com. |
|---|---|---|
| Hindquarters | 36 | 25 |
| Legs | 38 | 28 |
| Stews | 15 | 13 |
| Chops, Shoulder | 30 | 26 |
| Chops, rib and loin | 45 | 33 |

### Mutton.

| | | |
|---|---|---|
| Legs | 22 | .. |
| Stew | 15 | .. |
| Shoulders | 20 | .. |
| Chops, rib and loin | 35 | .. |

### Pork.

| | | |
|---|---|---|
| Loins, whole, 8@10 avg | .18 | @19 |
| Loins, whole, 10@12 avg | .17 | @18 |
| Loins, whole, 12 to 14 | .16 | @17 |
| Loins, whole, 14 and over | .15 | @16 |
| Chops | | @23 |
| Shoulders | | @16 |
| Butts | | @17 |
| Spareribs | | @13 |
| Hocks | | @14 |
| Leaf lard, unrendered | | @11 |

### Veal.

| | | |
|---|---|---|
| Hindquarters | .26 | @35 |
| Forequarters | .15 | @20 |
| Legs | .31 | @41 |
| Breasts | .15 | @19 |
| Shoulders | .19 | @25 |
| Cutlets | | @48 |
| Rib and loin chops | | @41 |

### Butchers' Offal.

| | |
|---|---|
| Suet | @ 4 |
| Shop fat | @ 2 |
| Bones, per 100 lbs | @50 |
| Calf skins | @15 |
| Kips | @14 |
| Deacons | @15 |

## CURING MATERIALS.

| | Bbls. | Sacks. |
|---|---|---|
| Double refined saltpetre, gran | 6¾ | 6⅝ |
| Crystals | 7¾ | 7⅝ |
| Double refined nitrate of soda, f. o. b. N. Y. & S. F., carloads | 4½ | 4⅜ |
| Less than carloads, granulated | 4¾ | 4⅝ |
| Crystals | 5¾ | 5⅝ |
| Kegs, 100@130 lbs., 1c more. | | |
| Boric acid, in carloads, powdered, in bbls. | 11¼ | 11 |
| Crystal to powdered, in bbls. in 5-ton lots or more | 11¾ | 11¼ |
| In bbls. in less than 5-ton lots | 12 | 11⅞ |
| Borax, carloads, powdered, in bbls | 5½ | 5¼ |
| In ton lots, gran. or powdered, in bbls. | 5¾ | 5½ |

| | |
|---|---|
| **Sugar—** | |
| Raw sugar, 96 basis, 3c Cuba duty paid | @ 7 |
| Second sugar, 90 basis | @ 6½ |
| Syrup, testing 63 to 65 combined sucrose and invert | @24 |
| Standard, granulated, f. o. b. refinery (less 2 per cent) | @ 8.30 |
| Plantation, granulated, f. o. b. New Orleans (less 2 per cent) | @ 8 |
| White clarified, f. o. b. New Orleans (net) | @ 7¾ |
| Yellow clarified, f. o. b. New Orleans (net) | @ 7⅝ |
| **Salt—** | |
| Granulated, car lots, per ton, f. o. b., Chicago, bulk | $ 9.80 |
| Medium, car lots, per ton, f. o. b., Chicago, bulk | 11.30 |
| Rock, car lots, per ton, f. o. b., Chicago | 7.30 |

# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

### Carcass Beef.

| | Week ending February 24. | Cor. week, 1922. |
|---|---|---|
| Prime native steers | 16 @18 | 15 @16 |
| Good native steers | 14 @15 | 14 @15 |
| Medium steers | 10 @13 | 10 @14 |
| Heifers, good | 12 @17 | 10 @14 |
| Cows | 8 @11 | 7 @11 |
| Hind quarters, choice | @22 | @21 |
| Fore quarters, choice | @13 | @11 |

### Beef Cuts.

| | | |
|---|---|---|
| Steer Loins, No. 1 | @36 | @30 |
| Steer Loins, No. 2 | @28 | @26 |
| Steer Short Loins, No. 1 | @48 | @38 |
| Steer Short Loins, No. 2 | @36 | @35 |
| Steer Loin Ends (hips) | @26 | @23 |
| Steer Loin Ends, No. 2 | @25 | @22 |
| Cow Loins | 15 @20 | 12 @16 |
| Cow Short Loins | 20 @24 | 16 @24 |
| Cow Loin Ends (hips) | @16 | 10 @15 |
| Steer Ribs, No. 1 | @26 | @22 |
| Steer Ribs, No. 2 | @22 | @19 |
| Cow Ribs, No. 1 | @20 | @17 |
| Cow Ribs, No. 2 | @17 | @15 |
| Cow Ribs, No. 3 | @12 | 10 @11 |
| Steer Rounds, No. 1 | @14½ | @13½ |
| Steer Rounds, No. 2 | @14 | @13 |
| Steer Chucks, No. 1 | @11 | @ 9½ |
| Steer Chucks, No. 2 | @10 | @ 8½ |
| Cow Rounds | 7 @ 8 | 10 @11½ |
| Cow Chucks | 6 @ 8 | 6½ @ 7 |
| Steer Plates | @10 | @ 8 |
| Medium Plates | @ 9 | @ 7½ |
| Briskets, No. 1 | @16 | @16 |
| Briskets, No. 2 | @12 | @12 |
| Steer Navel Ends | @ 7 | @ 5 |
| Cow Navel Ends | @ 6 | @ 4 |
| Fore Shanks | @ 4½ | @ 4½ |
| Hind Shanks | @ 3½ | @ 4 |
| Rolls | @22 | 18 @20 |
| Strip Loins, No. 1, boneless | @55 | @50 |
| Strip Loins, No. 2 | @45 | @45 |
| Strip Loins, No. 3 | @12 | @12 |
| Sirloin Butts, No. 1 | @30 | @25 |
| Sirloin Butts, No. 2 | @26 | @18 |
| Sirloin Butts, No. 3 | @17 | @15 |
| Beef Tenderloins, No. 1 | @70 | @70 |
| Beef Tenderloins, No. 2 | @60 | @60 |
| Rump Butts | @18 | @17 |
| Flank Steaks | @17 | @20 |
| Boneless Chucks | @ 8 | @ 9 |
| Shoulder Clods | @13 | @12 |
| Hanging Tenderloins | @ 8 | @ 8 |
| Trimmings | @ 8 | @ 5 |

### Beef Product.

| | | |
|---|---|---|
| Brains, per lb | 9 @10 | 11 @12 |
| Hearts | 4 @ 5 | 4 @ 5 |
| Tongues | 28 @30 | 25 @30 |
| Sweetbreads | 40 @41 | 31 @35 |
| Ox-Tail, per lb | 8 @11 | 10½ @12 |
| Fresh Tripe, plain | @ 5 | @ 4 |
| Fresh Tripe, H. C. | @ 6½ | @ 5 |
| Livers | 6½ @ 9 | 8¾ @10 |
| Kidneys, per lb | 9 @ 9½ | @ 8 |

### Veal.

| | | |
|---|---|---|
| Choice Carcass | 20 @21 | 17 @18 |
| Good Carcass | 15 @19 | 15 @16 |
| Good Saddles | 23 @28 | 23 @24 |
| Good Backs | 12 @14 | @12 |
| Medium Backs | 6 @10 | 8 @ 9 |

### Veal Product.

| | | |
|---|---|---|
| Brains, each | 9 @10 | 11 @12 |
| Sweetbreads | 56 @65 | 60 @65 |
| Calf Livers | 21 @30 | 36 @40 |

### Lamb.

| | | |
|---|---|---|
| Choice Lambs | @25 | 29 @30 |
| Medium Lambs | @24 | 27 @28 |
| Choice Saddles | @28 | 32 @34 |
| Medium Saddles | @27 | @30 |
| Choice Fores | @20 | @24 |
| Medium Fores | @19 | @22 |
| Lamb Fries, per lb | 25 @26 | 23 @25 |
| Lamb Tongues, each | @18 | @18 |
| Lamb Kidneys, per lb | @25 | @28 |

### Mutton.

| | | |
|---|---|---|
| Heavy Sheep | @ 9 | @11 |
| Light Sheep | @13 | @17 |
| Heavy Saddles | @11 | @15 |
| Light Saddles | @16 | @20 |
| Heavy Fores | @ 6 | @ 8 |
| Light Fores | @11 | @14 |
| Mutton Legs | @17 | @22 |
| Mutton Loins | @10 | @16 |
| Mutton Stew | @ 7 | @ 9 |
| Sheep Tongues, each | @ 8 | @18 |
| Sheep Heads, each | @10 | @10 |

### Fresh Pork, Etc.

| | | |
|---|---|---|
| Dressed Pigs, 30@50 lbs | @17 | .......... |
| Dressed Hogs | @13½ | @12 |
| Pork Loins, 8@10 lbs. avg. | @15½ | @17½ |
| Leaf Lard | @11 | @12 |
| Tenderloin | @52 | @58 |
| Spare Ribs | @ 9½ | @11½ |
| Butts | @13 | @17 |
| Hocks | @12 | @11½ |
| Trimmings | @ 8 | @10½ |
| Extra lean trimmings | @12½ | @16½ |
| Tails | @ 9 | @ 9 |
| Snouts | @ 5½ | @ 6½ |
| Pigs' Feet | @ 7 | @ 5 |
| Pigs' Heads | @ 5 | @ 7 |
| Blade Bones | @11½ | @ 9 |
| Blade Meat | @ 6½ | @11½ |
| Cheek Meat | @ 5½ | @ 7 |
| Hog Livers, per lb | @ 3½ | @ 5 |
| Neck Bones | @ 3 | @ 4 |
| Skinned Shoulders | @11½ | @15 |
| Pork Hearts | @ 4 | @ 4½ |
| Pork Kidneys, per lb | @ 4 | @ 6 |
| Pork Tongues | @17 | @14 |
| Slip Bones | @ 9 | @ 9 |
| Tail Bones | @ 8 | @ 8 |
| Brains | @10 | 10 @11 |
| Back fat | @12 | @11½ |
| Hams | @19 | @22½ |
| Calas | @11 | @12½ |
| Bellies | @19 | @19 |

## DOMESTIC SAUSAGE.

| | |
|---|---|
| Fancy pork sausage, in 1-lb. cartons | @22 |
| Country style sausage, fresh, in link | @15 |
| Country style sausage, fresh, in bulk | @14 |
| Country style sausage, smoked | @17 |
| Mixed sausage, fresh | @18 |
| Frankfurts in pork casings | @13 |
| Frankfurts in sheep casings | @15 |
| Bologna in beef bungs, choice | @14 |
| Bologna in beef middles, choice | @14 |
| Bologna in cloth, paraffined, choice | @14 |
| Liver sausage in hog bungs | @16 |
| Liver sausage in beef rounds | @10 |
| Head cheese | @11 |
| New England luncheon specialty | @22 |
| Liberty luncheon specialty | @16 |
| Minced luncheon specialty | @14 |
| Tongue sausage | @19 |
| Blood sausage | @14 |
| Polish sausage | @14 |
| Souse | @14 |

## DRY SAUSAGE.

| | |
|---|---|
| Cervelat, choice, in hog bungs | @47 |
| Cervelat, new condition, in hog bungs | @15 |
| Cervelat, new condition, in beef middles | @15 |
| Thuringer Cervelat | @20 |
| Farmer | @23 |
| Holsteiner | @21 |
| B. C. Salami, choice | @42 |
| Milano Salami, choice, in hog bungs | @41 |
| B. C. Salami, new condition | @20 |
| Frisses, choice, in hog middles | @37 |
| Genoa style Salami | @51 |
| Peperoni | @31 |
| Mortadella, new condition | @19 |
| Capacola | @39 |
| Italian style hams | @40 |
| Virginia style hams | @39 |

## SAUSAGE IN OIL.

| | |
|---|---|
| Bologna style sausage in beef rounds— | |
| Small tins, 2 to crate | 5.75 |
| Large tins, 1 to crate | 6.50 |
| Frankfurt style sausage in sheep casings— | |
| Small tins, 2 to crate | 7.00 |
| Large tins, 1 to crate | 8.00 |
| Frankfurt style sausage in pork casings— | |
| Small tins, 2 to crate | 6.50 |
| Large tins, 1 to crate | 7.50 |
| Smoked link sausage in pork casings— | |
| Small tins, 2 to crate | 6.00 |
| Large tins, 1 to crate | 7.00 |

## SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

| | |
|---|---|
| Beef rounds, domestic, per set | .22 |
| Beef rounds, export, 225 sets, per set | .25 |
| Beef rounds, export, 140 sets, per set | .35 |
| Beef middles, per set | .80 |
| Beef bungs, No. 1, per piece | .28 |
| Beef bungs, No. 2, per piece | .17 |
| Beef weasands, No. 1, per piece | .16½ |
| Beef weasands, No. 2, per piece | .09 |
| Beef bladders, small, per doz | 1.50 |
| Beef bladders, medium, per doz | 1.30 |
| Beef bladders, large, per doz | 1.30 |
| Hog casings, medium, f. o. b | 1.00 |
| Hog middles, with cap, per set | .16 |
| Hog middles, without cap, per set | .14 |
| Hog bungs, export | .21 |
| Hog bungs, large | .13 |
| Hog bungs, medium | .08 |
| Hog bungs, narrow | .03½ |
| Hog stomachs, per piece | .07 |
| Imported sheep casings, extra wide, per hank | 2.50 nom. |
| Imported sheep casings, medium wide, per hank | 2.00@2.25 |
| Imported sheep casings, medium, per hank | 1.50@1.75 |

## VINEGAR PICKLED PRODUCTS.

| | |
|---|---|
| Regular tripe, 200-lb. bbl | 14.00 |
| Honeycomb tripe, 200-lb. bbl | 16.00 |
| Pocket honeycomb tripe, 200-lb. bbl | 18.00 |
| Pork feet, 200-lb. barrel | 15.50 |
| Pork tongues, 200-lb. barrel | 45.00 |
| Lamb tongues, long cut, 200-lb. bbl | 43.00 |
| Lamb tongues, short cut, 200-lb. bbl | 48.00 |

## CANNED MEATS.

| | No. ½ | No. 1. | No. 2. | No. 6. |
|---|---|---|---|---|
| Corned beef | .... | $ 2.35 | $ 4.00 | $13.00 |
| Roast beef | .... | 2.85 | 4.50 | 15.00 |
| Roast mutton | .... | 2.40 | 4.75 | 16.50 |
| Sliced dried beef | 2.50 | 4.50 | .... | .... |
| Ox tongue, whole | .... | .. | 17.50 | 56.00 |
| Lunch tongue | 2.50 | 4.25 | 8.75 | 33.50 |
| Corned beef hash | 1.50 | 2.75 | 4.25 | .... |
| Hamburger steaks with onions | 1.50 | 2.25 | 4.25 | .... |
| Vienna style sausage | 1.15 | 2.25 | 4.15 | .... |
| Veal loaf, medium size | 2.00 | .... | .... | .... |
| Chili con carne with, or without, beans | .... | 1.25 | .... | .... |
| Potted meats | .80 | .... | .... | .... |

## BARRELED PORK AND BEEF.

| | |
|---|---|
| Mess pork, regular | 24.50 |
| Family back pork, 20 to 34 pieces | 25.00 |
| Family back pork, 35 to 45 pieces | 25.50 |
| Clear back pork, 40 to 50 pieces | 24.50 |
| Clear back pork, 50 to 60 pieces | 23.00 |
| Clear plate pork, 20 to 35 pieces | 19.50 |
| Clear plate pork, 35 to 45 pieces | 19.00 |
| Bean pork | 18.50 |
| Brisket pork | 23.00 |
| Plate beef | 18.00 |
| Extra plate beef, 200-lb. barrels | 19.00 |

## BUTTERINE.

| | |
|---|---|
| 1 to 6, natural color, solids, f. o. b. Chicago | @21 |
| Cartons, rolls or prints, 1 lb | @22 |
| Cartons, rolls or prints, 2@5 lbs | @21½ |
| Shortenings, 30@60 lb. tubs | @16 |
| Nut Margarine, prints, 1 lb | @20 |

## DRY SALT MEATS.

| | |
|---|---|
| Extra short clears | @10¾ |
| Extra short ribs | @10¾ |
| Short clear middles, 60 lb. avg | @11 |
| Clear bellies, 14@16 lbs | @12½ |
| Clear bellies, 18@20 lbs | @12 |
| Clear bellies, 20@25 lbs | @11¾ |
| Clear bellies, 25@30 lbs | @11½ |
| Rib bellies, 20@25 lbs | @11¾ |
| Clear bellies, 25@30 lbs | @11½ |
| Fat backs, 10@12 lbs | @ 8¾ |
| Fat backs, 12@14 lbs | @ 9 |
| Fat backs, 14@16 lbs | @ 9½ |
| Regular plates | @ 8¼ |
| Butts | @ 7 |

## WHOLESALE SMOKED MEATS.

| | |
|---|---|
| Regular hams, fancy, 14@16 lbs | @22 |
| Skinned hams, fancy, 16@18 lbs | @24 |
| Standard regular hams, 12@16 lbs | @20¼ |
| Picnics, 6@8 lbs | @13 |
| Breakfast bacon, fancy, 6@8 lbs | @31 |
| Standard bacon, fancy, 6@8 lbs | @22½ |
| Standard bacon, 8@12 lbs | 20¾ @21½ |
| Standard bacon, 12@14 lbs | @20½ |
| Standard bacon strips, 6@7 lbs | @21 |
| Cooked hams, choice, skin on, surplus fat off, smoked | @33 |
| Cooked hams, choice, skinned, surplus fat off, smoked | @34 |
| Cooked hams, choice, skinless, surplus fat off, smoked | @36 |
| Picnics, skin on, surplus fat off, smoked | @19 |
| Picnics, skinned, surplus fat off, smoked | @20 |
| Loin roll | @41 |

## FERTILIZERS.

| | |
|---|---|
| Ground dried blood | $ 4.90@ 5.00 |
| Unground and crushed blood | 4.75@ 4.85 |
| Concentrated tankage, ground | 4.35@ 4.50 |
| Hoofmeal | 3.90@ 4.00 |
| Ground tankage, 10 to 11% | 4.35@ 4.50 |
| Ground tankage, 6½ to 9% | 4.00@ 4.25 |
| Crushed and unground tankage | 3.75@ 4.25 |
| Ground raw bone, per ton | 38.00@42.00 |
| Ground steamed bone, per ton | 25.00@27.00 |
| Unground steamed bone | 20.00@24.00 |
| Unground bone tankage | 18.00@20.00 |

## HORNS, HOOFS AND BONES.

| | Per ton. |
|---|---|
| No. 1 horns | $250.00@300.00 |
| No. 2 horns | 175.00@225.00 |
| No. 3 horns | 100.00@150.00 |
| Hoofs, black and striped | 55.00@60.00 |
| Hoofs, white | 85.00@ 95.00 |
| Grinding hoofs | 45.00@ 47.50 |
| Round shin bones, heavies | 150.00@160.00 |
| Round shin bones, lights and med | 120.00@140.00 |
| Flat shin bones, heavies | 115.00@125.00 |
| Flat shin bones, lights and med | 65.00@100.00 |
| Thigh bones, heavies | 140.00@150.00 |
| Thigh bones, lights and med | 125.00@135.00 |
| Buttock bones | 70.00@ 75.00 |
| Skulls, jaws and knuckles | 38.00@ 40.00 |

Note—Foregoing horns, hoofs and bones must be assorted, free from grease spots and cracks, hard and clean uniform as to cut and weight, packed in double bags and carload lots, also well and favorably known to foreign and domestic manufacturers.

## LARD (Unrefined).

| | |
|---|---|
| Prime, steam, cash, tierces | @11.35 |
| Prime, steam, loose | @10.57 |
| Leaf, raw | @10⅝ |
| Neutral lard | 12½@13 |

## LARD (Refined).

| | |
|---|---|
| Pure lard, kettle rendered, per lb., tcs | @11¾ |
| Pure lard, tierces | @11¾ |
| Compound | 11½@12 |

Barrels, ⅛c over tierces; half barrels, ¼c over tierces; tubs and pails, 10 to 80 lbs., ¼c to 1c over tierces.

## OLEO OIL AND STEARINE.

| | |
|---|---|
| Oleo oil, extra | 12¾@13 |
| Oleo stock | 10½@10¾ |
| Prime No. 1 oleo oil | 11½@12 |
| Prime No. 2 oleo stock | 9¼@ 9½ |
| No. 3 oleo oil | 9½@10 |
| Prime oleo stearine, edible | 9¾@10 |
| No. 2 oleo stearine, edible | 9¼@ 9½ |

## TALLOWS AND GREASES.

| | |
|---|---|
| Edible tallow | 9⅛@ 9¼ |
| Choice country tallow | 9@ 9¼ |
| Packers' prime, loose tallow | 9 @ 9⅛ |
| Packers' No. 1 loose tallow | 8½@ 8¾ |
| Packers' No. 2 tallow | 8 @ 8⅜ |
| White, choice grease | 9½@ 9¾ |
| White, "A" grease | 9 @ 9¼ |
| Yellow grease, 10 to 15 per cent acid | 8½@ 8¾ |
| Yellow grease, 15 to 30 per cent acid | 8¼@ 8½ |
| Brown grease | 8 @ 8¼ |
| Crackling grease | 8 @ 8½ |
| Bone, naphtha extracted | 7½@ 7¾ |
| House | 8¼@ 8½ |
| Garbage grease, loose | 6½@ 6¾ |

## VEGETABLE OILS.

| | |
|---|---|
| Cottonseed oil—white, deodorized, in bbls. | 11¾@12 |
| Yellow, deodorized, in bbls | 11½@11¾ |
| P. S. Y., loose, Chicago | 10¾@11 |
| P. S. Y., soap grade, loose, nom. | 10¼@10½ |
| Soap stock, bbls., concen., 65%, f. o. b. Texas | @ 5¾ |
| Linseed oil, loose, per gal | 92 @95 |
| Corn oil, loose | @10¼ |
| Soya bean oil, seller tank, f. o. b. N. Y. | 10¼@10½ |
| Cocoanut oil, seller tank, f. o. b. coast | 8⅛@ 8¼ |

## ANIMAL OILS.

| | |
|---|---|
| Prime lard oil | 14 @14¼ |
| Extra winter strained lard | 13¼@13¾ |
| Extra lard oil | 12¾@13¼ |
| Extra No. 1 lard oil | 12¼@12 |
| No. 1 lard oil | 12¼@12¾ |
| No. 2 lard oil | 11¾@12¼ |
| Pure neatsfoot oil | 13 @13½ |
| Extra neatsfoot oil | 12½@13 |
| No. 1 neatsfoot oil | 12¼@12¾ |
| Acidless tallow oil | 12 @12½ |

## COOPERAGE.

| | |
|---|---|
| Ash pork barrels, black iron hoops | 1.85 @1.87½ |
| Oak pork barrels, black iron hoops | 1.95 @1.97½ |
| Ash pork barrels, galv. iron hoops | 1.95 @1.97½ |
| Red oak lard tierces | 2.50 @2.55 |
| White oak lard tierces | 2.80 @2.85 |
| White oak ham tierces | @3.30 |

# Retail Section

## LITTLE LESSONS IN MEAT RETAILING

### Thoughts for the Boss Butcher and His Help

### *LESSON No. 3—Cheaper to Borrow Money Than Buy Ice*

**By Emil Schwartz, Master Butcher, Detroit, Mich.**

Mr. Butcher, did you ever figure what you could save per year if you installed an ice machine in your market?

It is cheaper to borrow money at 6% than to buy ice.

The following table will give you some idea of what the installation of an ice machine will save you, and will also prove interesting to those who have already made this installation.

If you have no money on hand, borrow $2,000 at 6% and make money with the other fellow's money.

The following is an example:

| | Cost of buying ice per year | Bal. due on money borrowed ($2,000) | To apply on principal | Interest |
|---|---|---|---|---|
| 1st year | $600.00 | $1,520.00 | $480.00 | $120.00 |
| 2nd year | 600.00 | 1,011.20 | 508.80 | 91.20 |
| 3rd year | 600.00 | 471.87 | 539.33 | 60.67 |
| 4th year | 600.00 | ....... | 571.68 | 28.32 |

(Surplus, $571.87, less $471.87, balance due on amount borrowed, leaves cash balance of $99.81.)

5th year—Machine paid for.

**Machine Paid for in Five Years.**

The estimated average cost of supplying ice for an 8x10 box is $600.

Applying this amount on the purchase price of an ice machine for four years, the purchaser has at the beginning of the fifth year paid for the machine, and has a balance of $99.81, which may be applied on operating cost.

If this does not convince you that it is cheaper to go to the bank and borrow money to buy an ice machine, rather than to continue to follow your present wasteful method of buying ice—then figures lie, and the experience of thousands of retailers who have tried it means nothing.

Figure it out for yourself, Mr. Butcher!

[EDITOR'S NOTE.—This is the third of a series of short talks by a successful retail butcher who worked his way up from a clerk to a place of leadership among the master butchers of his city of a million people. His experience and advice should be worth heeding.

Other "Lessons in Meat Retailing" will appear in future issues of THE NATIONAL PROVISIONER on this page.]

#### BOOKKEEPING SYSTEM SPREADS.

The new system of bookkeeping or accounting for meat retailers, which is now ready and is being installed by representative retailers, is getting a splendid start. It was recently set in motion at a meeting in Chicago where the main features were explained at length. Meat Councils in other cities are showing great interest and are pushing the use of the system in every way, as they know it means better retailing.

One of the active councils is that of Cleveland, which is urging all retailers to be among the first to reap the benefits, and asks all members of the council to write or phone direct to the secretary of the council. Mr. T. H. Nash, secretary of the Meat Council of Cleveland, asked every member to read the copy of the letter he received along with other meat council secretaries from the Chief of the U. S. Bureau of Agricultural Economics at Washington. This letter was as follows:

Dear Sir:

The system of bookkeping records for retail meat dealers, prepared by the Bureau of Agricultural Economics and Northwestern University, Bureau of Business Research, is now available for use by the trade. Its purpose is to supply dealers with a uniform system of accounting, simple in outline, yet inclusive enough to furnish them the necessary information for an intelligent understanding of their business.

In its simplest form the system provides for:

1. A Daily Record of Receipts and Disbursements.
2. A Proof of Balance Statement.
3. A Profit of Loss Statement.
4. A Statement of Assets and Liabilities.

It is planned to supply the dealers who use this new system with comparative data on expenses based upon a regular report to be submitted at the end of each four-week period. Reports received will be treated as strictly confidential and be used solely for the purpose of analyzing the trade as a whole.

A representative of the Bureau of Agricultural Economics or of the Northwestern University will soon be in your city to explain the system and to assist dealers with installations of the system. He will make his headquarters with you. Pending his arrival, we are asking you to stimulate interest in the new system among your members, and have for him a list of all the dealers who are interested in it. Our representative will be glad to address meetings of your members, or in other ways explain the system. The supply of available sets for free distribution and installation is limited. Installations will be made for those dealers displaying the most interest and showing the greatest desire to co-operate in establishing standards for the trade.

You will be advised as soon as it is definitely known that our representative is available for your service.

Very truly yours,
LLOYD S. TENNY,
Acting Chief of Bureau.

#### PITTSBURGH RETAILERS' ASSN.

An application for a charter for the Pittsburgh Butchers' Association was made recently. The organization has been formed to protect the trade there and to secure uniformity in the customs, practices and usages of retail meat dealers and butchers. The directors named for the first year are: George Ewing, 223 Eighth avenue, Homestead; Herman F. Sachs, 5169 Butler street; G. J. Eckstein, 637 Maryland avenue; Edward Lorentz, 5533 Walnut street; Max E. Fleming, 916 Portland street; Gustave V. Rohman, 607 North Dallas avenue; J. P. Kurtz, 310 Brushton avenue, and Charles R. Mitchshe, Lincoln avenue and Llewellyn street.

#### MINNESOTA RETAILERS ELECT.

The 1924 convention of the Minnesota Reail Meat Dealers' Association will be conducted in Minneapolis, it was decided at this year's convention in St. Paul. Frank Runstiger of St. Cloud was elected president, and other officers elected are: Andrew Saffert, New Ulm, first vice-president; L. Wetzler, Duluth, second vice-president; Anthony Friedman, Minneapolis, third vice-president; and G. Fitzgerald, Mankato, fourth vice-president. F. W. Ruff, Paynesville; J. N. Bowen, Minneapolis; Fred Stiegler, Duluth, and Joseph Gnifowski, St. Cloud, were elected to the board of directors.

#### A MEAT SALESMAN'S CREED.

First, be agreeable. Be agreeable in voice and all details of dress. Agreeableness is one of the few things in this world that doesn't cost a cent, and you can sell it to everybody.

Second, know the thing you are selling. Tell about it in English.

Third, don't argue. When you disagree with a customer and tell him about it, you will probably succeed in antagonizing him.

Fourth, make it plain, whatever it is. Don't talk at random.

Fifth, tell the truth. If you lie, don't expect a customer to come back.

Sixth, be dependable. If you promise something, keep your promise.

Seventh, remember faces and names. Nothing pleases a man more than subtle flattery.

Eighth, beware of egotism. Don't tell a customer about yourself when you are trying to sell something. Get him to talk about himself if you can.

Ninth, be human. Selling goods successfully is a psychological proposition. Learn how to have a sense of humor, if you haven't any. Take an interest in human beings.

### LOCAL AND PERSONAL.

Geo. Sauer will open a new meat market at George, Ia.

S. T. Wheeler will open a meat market at Ainsworth, Ia.

P. Woods has opened a new meat market at Cranbrook, Wash.

Geo. Magee has recently opened a meat market at Kalama, Wash.

Watson & Hohl have opened a meat market at Post Falls, Idaho.

Berg & Paulson have opened a meat and grocery business at Iola, Wis.

Walter L. Clemmons recently opened a new meat market at San Pedro, Cal.

John M. Creber will open a meat market at Columbia, Mo., in the near future.

A new meat market was recently opened at 724 Braddock Ave., Braddock, Pa.

Joe Kavanda recently opened the Peerless Cash Market at San Pedro, Cal.

George Hauxhurst has opened a meat market on Second St., Marysville, Cal.

J. M. Dorman will add a meat department to his grocery store at Albia, Ia.

Samuel Haines will open a meat market on South Randolph St., McComb, Ill.

I. J. Odem has sold his meat business at Grangeville, Ida., to Fred R. Bozarth.

Ralph Milliman has purchased the meat market of Clauss & Cook, Perry, N. Y.

Ed. Hunsche has purchased the meat market of M. Scholtz, Rising City, Nebr.

James N. Dwyer is contemplating enlarging his meat business at Geneseo, N. Y.

Harry Bascom has purchased the meat business of W. H. Kiff at Brooklyn, Mich.

Walter Gibson has purchased the meat market of Staal & Raimer at Lowell, Mich.

N. Schmidt & Son will open a meat market at West Liberty, Ia., around March 1st.

Henry W. Schmidt has purchased the meat market at 904 So. 12th St., Quincy, Ill.

C. L. Schindler will open a meat market at 2432 Northwestern Ave., Indianapolis, Ind.

E. H. Harding has purchased the meat market of John W. Dingham, Hazelton, Ida.

E. Stadmiller is adding many improvements to his meat market at Blytheville, Ark.

The meat market of Samuel Sanders, Atlantic City, N. J., was destroyed by fire recently.

Barbian & Smith have opened a new meat market at 2611 Center St., Milwaukee, Wis.

A co-operative meat market will be opened in Sidney, Ind., around the first of March.

J. L. Robbins will open a meat and grocery store at 2770 East Colorado St., Pasadena, Cal.

J. Hulst & Son have purchased the meat and grocery business of H. Haveman, Holland, Mich.

M. G. Lee has purchased the Palace Meat Market at Alliance, Nebr., from Doell Bros.

James Mahan has purchased the meat business of Seth Jolley, East Jefferson St., Tipton, Ind.

Gordon Brothers will shortly open a meat market at 2447 Seneca St., Lackawanna, N. Y.

C. Ray Allender will shortly open a new meat market in the Leroy Williams Bldg., Fairfield, Ia.

W. H. Poe and J. E. Spears have purchased the Wauchula Meat & Grocery Co., Wauchula, Fla.

Frank Farley has recently opened a new meat market in the Stillwell block, Ogdensburg, N. Y.

Chas. A. Reeves will open a meat market at 218 Dewey Ave., Ambridge, Ohio, in the near future.

Nelson and Ray Thomas have purchased the meat business of Webster & Biddick at Montford, Wis.

Chris and Walter Hanson have purchased the Rogers' meat market on Main St., Woodstock, Ill.

Wintersteen & Son have purchased the meat business of Lynn Childress at Republican City, Nebr.

E. Dietch & Co. have purchased the meat and grocery business of Leo Grundeman, Ludington, Mich.

H. L. Baker is contemplating opening a new meat market in the Whitescarver Bldg., Grafton, W. Va.

A new meat market, to be known as The Home Market, will shortly be opened at 927 Tenth St., Modesto, Cal.

The Wolf Market Co. has purchased the Fred Naggatz's meat market at 363 Territorial St., Benton Harbor, Mich.

The firm of Norborn Harris, 106 West 6th St., Amarillo, Texas, has added a meat department to their grocery store.

Oldham Brothers, whose meat market at Tryon, Okla., was recently destroyed by fire, have installed a new market in the Bollinger Grocery in that town.

The Cooper & Son Co., Inc., will add another market to their chain system of meat markets. The new market will be located at 53 N. Ave., Oswego, N. Y.

### ROCHESTER MEAT COUNCIL MEETS.

The mass meeting of those in Rochester, N. Y., interested in the meat industry held recently was a huge success and about 300 retailers and their clerks and representatives of packers made up the gathering.

Charles F. Glatz, chairman of the executive committee of the Meat Council of Rochester, occupied the chair and made pointed remarks in introducing the speakers, the first of whom was Mayor Clarence D. Van Zandt. The mayor expressed approval of the aims and objects of the meat council, and promised his support in making right conditions now prevailing which are unfavorable to the retail meat dealer who strives to conduct his business on a basis of service and satisfaction to the consumer.

The mayor was followed by John T. Russell of Chicago, president of the National Association of Meat Councils, and he said many inspiring and thoughtful things. He urged that there be established in the United States an institute for the betterment of marketing. This, he said, would protect the dealers as well as the customers. He also cautioned the retailers in the buying of meat, saying: "It is the wholesaler's business to sell, but it is the retailer's business to buy and know what to buy for customers to reduce the cost of meat."

Co-operative effort to advertise meat was urged and D. W. Martin, assistant secretary of the National Association of Meat Councils, pointed out (as did Mr. Russell) that plans of co-operative advertising had been successful wherever inaugurated. Many cities where such campaigns have been undertaken were mentioned and details of same explained.

Mr. Martin, in an address which should live long in the memories of those present, explained the objects of the National Association of Meat Councils, stating the primary aim is to increase the consumption of meat by educating the public to a proper appreciation of the benefits to be derived from meat products.

Declaring the prosperity of the country was reflected in the sales of meat products, the speaker contended that efficiency in the distribution of meat is the most vital problem in the industry. He said that selling the public a food product of any kind was a matter of continued effort.

"The time has passed," said Mr. Martin, "when meat dealers can depend upon the natural appetite of the public to keep up their sales. Co-operation in the meat business has been neglected to a greater degree than in any other industry and the natural result is that our sales are growing smaller every year. The cause of this decline is the rising price of all meat products and the resulting impulse on the part of the consumer to seek substitutes for meat."

# New York Section

M. G. Middaugh, head of the branch house department of Swift & Company, Chicago, is in New York this week.

—

The New York Veal & Mutton Company have rented a stand in the new Brooklyn Retail Butchers' Corporation building.

—

H. J. Carroll, smoked meat department, and G. A. Blair, traffic department, Wilson & Company, Chicago, are in town this week.

—

Fred Hirsch, business manager of the Bronx Branch, United Master Butchers of America, has been confined to his home by illness this week.

—

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending February 17, 1923, on shipments sold out, ranged from 10.00 cents to 16.50 cents per pound, and averaged 13.32 cents per pound.

—

Employees of the Jamaica branch of Wilson & Company held a beefsteak dinner on Wednesday evening. It was largely attended and a very enjoyable evening was spent. There was a large delegation from the main office in New York City, as well as from the various branches.

—

O. Edward Jahrsdorfer, president of the Brooklyn Branch, and George H. Shaffer, of Ye Olde New York Branch, United Master Butchers of America, left on Wednesday for a trip through the South. They will stop at St. Petersburg and Miami, Fla., and other places of interest and expect to be away about two weeks.

—

George Kramer, President, and A. F. Grimm of Ye Olde New York Branch, United Master Butchers of America, with A. F. Groff, representing the Meat Council, and Mr. Wertheim, of the Y. M. C. A., met on Wednesday afternoon for the purpose of discussing the proposed school for butchers to be started in New York.

—

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending February 17, 1923: Meat—Manhattan, 536½ lbs.; The Bronx, 15 lbs.; Queens, 1,478 lbs.; total, 2,029 lbs. Fish—Manhattan, 5 lbs.; Queens, 8 lbs.; total, 13 lbs.

—

George Kern, Incorporated, announce the removal of their general offices to larger and more spacious quarters in their new building, Nos. 349-351 West 37th Street. Alterations to enlarge the plant have made it necessary to move the offices. The plant now takes in the properties at Nos. 344-352 West 38th Street and 349-351 West 37th Street, with the retail department still at No. 496 9th Avenue.

### NEW YORK MASTER BUTCHERS.

Ye Olde New York Branch's campaign for new members netted seven more retailers for membership at their last meeting, Tuesday evening, February 21. Eight newly-elected members were also initiated.

On account of the epidemic of butcher shop burglaries the last few weeks, the association has made an appeal to the business banks of the city to consider the possibility of them extending their service to make it possible for butchers to make deposits up to 9:30 p. m. on Saturday nights.

Jacob Scheyer, a member, motored in during the snow storm, a distance of 22 miles, to attend this meeting.

The members gave unanimous approval to the organization of a ladies' auxiliary for the branch. The first meeting of the ladies' auxiliary will be held Tuesday afternoon, Feb. 27th.

An experienced man in the coat and apron supply business lectured on how to cut the cost of coat and apron supply in half. On the strength of this lecture a committee was appointed to investigate the possibilities of the association organizing a corporation on a co-operative plan to supply their members. The commitee was as follows: Emanuel Collin, chairman; S. Metzger and B. Nathanson.

The proposition of a trade school to train young men for the butcher business met with hearty approval by the members. This plan is still in the process of being worked out.

At the next meeting, March 6th, Mr. W. H. Noyes, formerly of Swift & Co., and chairman of the Manhattan Sanitary Inspection Association, will be the principal speaker of the evening. Members from all the branches are invited to come and hear Mr. Noyes, who is a noted speaker.

### WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, February 15, 1923, as follows:

| | CHICAGO. | BOSTON. | NEW YORK. | PHILA. |
|---|---|---|---|---|
| **Fresh Beef—** | | | | |
| STEERS: | | | | |
| Choice | $16.50@17.50 | $.....@..... | $15.50@17.00 | $16.00@18.00 |
| Good | 15.00@16.00 | 13.50@14.00 | 14.00@15.00 | 14.00@15.00 |
| Medium | 13.00@15.00 | 12.00@13.00 | 12.50@13.50 | 13.00@14.00 |
| Common | 11.00@12.00 | 11.00@12.00 | 11.00@12.00 | 10.00@12.00 |
| COWS: | | | | |
| Good | 11.00@12.00 | 10.00@11.00 | 12.00@12.50 | 11.00@12.00 |
| Medium | 9.50@11.00 | 8.50@ 9.50 | 10.50@11.00 | 10.00@11.00 |
| Common | 8.00@ 9.00 | .....@..... | 9.50@10.50 | 9.00@10.00 |
| BULLS: | | | | |
| Good | .....@..... | .....@..... | 9.00@10.00 | .....@..... |
| Medium | .....@..... | .....@..... | 8.50@ 9.00 | 9.00@10.00 |
| Common | 7.75@ 8.00 | .....@..... | 7.50@ 8.50 | .....@..... |
| **Fresh Veal*—** | | | | |
| Choice | 21.00@23.00 | .....@..... | 25.00@26.00 | 22.00@..... |
| Good | 19.00@20.00 | 12.00@13.00 | 23.00@25.00 | 20.00@21.00 |
| Medium | 17.00@18.00 | 10.00@11.00 | 19.00@23.00 | 17.00@19.00 |
| Common | 14.00@16.00 | 8.00@ 9.00 | 14.00@18.00 | 13.00@15.00 |
| **Fresh Lamb and Mutton—** | | | | |
| LAMBS: | | | | |
| Choice | 24 00@25.00 | 24.00@25.00 | 25.00@26.00 | 26.00@28.00 |
| Good | 23.00@24.00 | 21.00@23.00 | 24.00@25.00 | 24.00@26.00 |
| Medium | 21.00@22.00 | 20.00@21.00 | 22.00@23.00 | 22.00@24.00 |
| Common | 18.00@20.00 | 18.00@19.00 | 20.00@22.00 | .....@..... |
| YEARLINGS: | | | | |
| Good | .....@..... | .....@..... | 18.00@20.00 | .....@..... |
| Medium | .....@..... | .....@..... | .....@..... | .....@..... |
| Common | .....@..... | .....@..... | .....@..... | .....@..... |
| MUTTON: | | | | |
| Good | 14.00@15.00 | 13.00@15.00 | 15.00@16.00 | 16.00@17.00 |
| Medium | 12.00@13.00 | 12.00@13.00 | 13.00@14.00 | 13.50@16.00 |
| Common | 9.00@11.00 | .....@..... | 12.00@12.50 | 12.00@13.00 |
| **Fresh Pork Cuts—** | | | | |
| LOINS: | | | | |
| 8-10 lb. average | 15.00@16.00 | 15.50@16.50 | 16.00@18.00 | 16.00@17.00 |
| 10-12 lb. average | 14.00@15.00 | 15.00@16.00 | 15.00@16.50 | 15.00@16.00 |
| 12-14 lb. average | 13.00@14.00 | 14.00@15.00 | 14.00@15.50 | 13.00@15.00 |
| 14-16 lb. average | 12.00@13.00 | 13.50@14.00 | 13.50@14.50 | 13.00@14.00 |
| 16 lb. over | 11.00@12.00 | 12.50@13.00 | 13.00@14.00 | 11.00@12.50 |
| SHOULDERS: | | | | |
| Skinned | 11.50@12.50 | .....@..... | 12.50@14.00 | 12.00@14.00 |
| PICNICS: | | | | |
| 4-6 lb. average | 11.50@12.00 | 11.50@12.00 | 10.50@13.00 | .....@..... |
| 6-8 lb. average | 11.00@11.50 | 11.00@11.50 | .....@..... | .....@..... |
| BUTTS: | | | | |
| Boston style | 13.00@14.00 | .....@..... | 15.00@16.00 | 14.00@16.00 |

*Veal prices include "hide on" at Chicago and New York.

### EASTERN MEAT TRADE CONDITIONS.

Meat trade conditions for the week at New York, Philadelphia and Boston are reviewed by the United States Bureau of Agricultural Economics as follows:

Moderate receipts of most classes of fresh meats with better demand than was anticipated for the first full week in Lent resulted in strong to unevenly higher prices. At New York a shortage of veal at midweek resulted in sharp advances, while prices on other classes at that market advanced due to an improved demand. Price gains elsewhere were of less extent, but the market had a firm undertone despite only fair demand, except for slight declines late in the week on good and medium steers at Philadelphia.

The moderate receipts of steers consisted mostly of good and medium grade, although the supply of choice steers at New York were somewhat greater than for some time. Prices were mostly 50c higher at Boston and New York, while some weakness developed by midweek at Philadelphia, with declines ranging from 50c to $1 under last Friday. Cows were fairly plentiful with prices ruling firm to 50c higher at Boston, 50c to $1 higher at New York and about steady at Philadelphia. Heifers brought $13 to $14 at New York; receipts of bulls were light in all grades represented, but slow bologna business resulted in an indifferent demand. Kosher beef prices held steady under a fair demand.

The feature of the veal market was the sharp advance scored by all grades at New York ranging from $2 to $6 per hundred pounds, common grades advancing least. Demand was active all times and a shortage resulted from reduced receipts. Frozen sides of good quality sold up to $12 at that market. Receipts at Boston and Philadelphia were also light, prices showing gains of $1 to $3 at Philadelphia and holding steady at Boston.

The lamb market recovered from a slow, draggy trade of the previous two weeks, although heavy lamb was too plentiful, and had to be sold mostly in cuts. Receipts were lighter than for several weeks and demand showed much improvement. Prices were unchanged at Boston except for a few sales of light weight finished kind at $1 above top quotation. At New York, despite some unevenness, a general advance of $2 to $4 was made, and at Philadelphia gains amounted to $2 to $3.

Receipts of mutton were light and met

with a fair demand except at Boston. The market at New York opened strong and improved as the week progressed. Price gains of from $1 to $2 were made at New York, while Philadelphia was unevenly strong to $2 higher. Fat heavy bucks sold at $10 at New York with handy-weight wethers grading good to choice, at $16 to $17.

The demand for fresh pork loins was only fair with some unevenness in prices, although the market had a firm undertone, with price advances ranging from 50c to $1 in most instances. Receipts were much lighter than last week. Other cuts were uneven, picnics and shoulders showing slight gains at New York, while slight declines were registered at Philadelphia. Boston butts were weak to slightly lower.

Boston is closing steady on all classes. Some beef and pork will be carried over. Other classes will be cleaned up. New York is closing steady on beef, barely steady on lambs and pork, strong on veal and firm on mutton.

### NEW YORK MEAT COUNCIL.

(Continued from page 25.)

He then demonstrates these factors of percentage by showing the actual cuts of meat and the relative percentage of each cut to the meat of the animal.

The keen interest of the students in these demonstrations was shown by the many questions asked regarding the value, nutriment and cooking qualities of the less known cuts, which were discussed by Miss Van Arsdale, head of the Department of Foods and Cookery of Columbia University.

In the ham campaign last summer, the Meat Council of New York co-operated vigorously with other factors in the industry to move hams, which at that time were dragging on the market. Supplementing the four colored posters and the black and white script posters issued by the Institute of American Meat Packers, the Meat Council of New York issued several thousand window strips and posters of its own, printed in red and carrying a compelling message for the housewife.

In addition to the posters, a letter was sent to practically all hotels and restaurants, calling their attention to the fact that ham was a mighty popular dish. All these features were supplemented by recipe slips telling how to prepare ham. The campaign greatly stimulated the demand for hams and was a great success.

#### Retailer Training Classes.

At the present time it is conferring with the West Side Y. M. C. A. and the Department of Education regarding the feasibility of establishing training classes for retailers' assistants.

At the Health Show, held at Grand Central Palace, the week of January 20, the Meat Council was represented with other factors of the meat industry in an exhibit which told the story of meat from the farm to the table. In this feature a series of nine bromide enlargements mounted on colored backgrounds, and framed in gilt wooden frames were hung on the back walls of the booth. Meat charts and large blue prints showing dressing percentages of beef, pork and veal were also a part of the display. Lamb charts in color were used.

#### Fine Meat Council Exhibit.

Charts mounted on standards and placed toward the front of the booth set forth the aims and purposes of the Meat Council. The booth was furnished with tables and chairs, where visitors were entertained and appropriate literature was distributed. Thousands of visitors looked over the exhibit and listened to the lecturers who were there to tell something of the story of meat.

#### Council and Legislation.

At various times the Council has interested itself in legislative developments at the State Capitol or City Hall. There have been times when attempts have been made to put through legislation calculated to break down the restrictions which now safeguard the purity of the city's food supplies, and the Meat Council has been alert in aiding those who have opposed these projects. Once or twice attempts have been made to pass measures which would permit retailing on Sunday and the Council has promptly appointed committees to meet the issue.

#### Council Contact with City Government.

The members of the Council regard it, in fact, as being one of the few means available in the meat industry in New York City for co-operation with the public authorities in meeting neighborhood and community problems.

It was indicated in the beginning that the Meat Council membership is a representative one in the sense that it is composed of delegates appointed by the great body of retailers and wholesalers. This will probably always be the case because in New York City there are upwards of 25,000 retail meat dealers, and it seems quite impracticable to invite membership from this great trade body.

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, ordinary to prime..................7.50@10.30
Cows, common to choice....................1.75@ 5.50
Bulls, common to choice...................4.00@ 6.40

## LIVE CALVES.

Calves, veal, prime, per 100 lbs.........16.75@17.00
Calves, veals, common to medium.........11.00@15.25
Calves, veals, culls, per 100 lbs.......... 7.00@10.00

## LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.....................15.75@16.00
Sheep, ewes, prime, 100 lbs................ 7.25@ 7.50
Sheep, ewes, common to good, per 100 lbs. 4.50@ 7.00

## LIVE HOGS.

Hogs, heavy ................................ 8½@ 8¾
Hogs, medium ............................... 9¼@9.35
Hogs, 140 lbs............................... 9¼@9.35
Pigs, under 70 lbs......................... 8.75@ 9
Roughs ...................................... 6¾@ 7¼

## DRESSED BEEF.

### CITY DRESSED.

Choice, native, heavy......................17 @18
Choice, native, light......................17 @18½
Native, common to fair.....................14 @16½

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.................14 @15
Native choice yearlings, 400@600 lbs......15 @16
Western steers, 600@800 lbs................13 @14
Texas steers, 400@600 lbs.................... @11
Good to choice heifers......................14 @15
Choice cows .................................11 @12
Common to fair cows.......................... 9 @10
Fresh bologna bulls.......................... 8 @ 8½

## BEEF CUTS.

| | Western. | | City. | |
|---|---|---|---|---|
| No. 1 ribs | | @22 | 25 | @26 |
| No. 2 ribs | | @17 | 20 | @22 |
| No. 3 ribs | | @14 | 16 | @19 |
| No. 1 loins | | @25 | 32 | @34 |
| No. 2 loins | | @18 | 27 | @29 |
| No. 3 loins | | @14 | 24 | @26 |
| No. 1 hinds and ribs | 23 | @24 | 20 | @24 |
| No. 2 hinds and ribs | 16 | @18 | 17 | @19 |
| No. 3 hinds and ribs | 10 | @12 | 15 | @16½ |
| No. 1 rounds | | @13 | | @13 |
| No. 2 rounds | | @11 | | @12 |
| No. 3 rounds | | @10 | 10 | @11 |
| No. 1 chucks | | @12 | | @13 |
| No. 2 chucks | | @10 | | @12 |
| No. 3 chucks | | @ 7 | 10 | @11 |
| Bolognas | | @ 6 | 8 | @ 9½ |
| Rolls, reg., 6@8 lbs. avg | | | 22 | @23 |
| Rolls, reg., 4@6 lbs. avg | | | 17 | @18 |
| Tenderloins, 4@5 lbs. avg | | | 60 | @70 |
| Tenderloins, 5@6 lbs. avg | | | 80 | @90 |
| Shoulder clods | | | 10 | @11 |

## DRESSED CALVES

Veals, city dressed, good to prime, per lb.. @30
Veals, country dressed, per lb.............22 @23
Western calves, choice......................24 @25
Western calves, fair to good................18 @23
Grassers and buttermilks....................12 @16

## DRESSED HOGS.

Hogs, heavy .................................. @13⅝
Hogs, 180 lbs................................. @13¾
Hogs, 160 lbs................................. @14¼
Hogs, 140 lbs................................. @14⅛
Pigs, 80 lbs.................................. @14½

## DRESSED SHEEP AND LAMBS.

Lambs, choice, spring.......................24 @26
Lambs, poor to good.........................17 @23
Sheep, choice ...............................14 @16
Sheep, medium to good.......................11 @13
Sheep, culls ................................ 8 @10

## SMOKED MEATS.

Hams, 8@10 lbs. avg.........................21 @22
Hams, 10@12 lbs. avg........................20 @21
Hams, 12@14 lbs. avg........................20 @21
Picnics, 4@6 lbs. avg.......................14 @15
Picnics, 6@8 avg., per lb...................14 @15
Rowlettes, 6@8 lb. avg., per lb.............17 @18
Beef tongue, light..........................35 @40
Beef tongue, heavy..........................43 @45
Bacon, boneless, Western....................21 @22
Bacon, boneless, city.......................21 @22
Pickled bellies, 10@12 lbs. avg.............17 @18

## FRESH PORK CUTS.

Fresh pork loins, Western, 10@12 lbs. avg.17 @18
Fresh pork tenderloins.......................52 @55
Frozen pork loins, 10@12 lbs. avg...........16 @17
Frozen pork tenderloins......................38 @40
Shoulders, city, 10@12 lbs. avg.............16 @17
Shoulders, Western, 10@12 lbs. avg.........14 @15
Butts, boneless, Western.....................18 @19
Butts, regular, Western......................16 @17
Fresh hams, city, 8@10 lbs. avg.............22 @23
Fresh hams, Western, 10@12 lbs. avg.......20 @21
Fresh picnic hams, Western, 6@8 lbs. avg.12 @13
Extra lean pork trimmings....................16 @17
Regular pork trimmings, 50% lean........ 9 @10
Fresh spare ribs.............................13 @14
Raw leaf lard................................13 @14

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.......................140.00@150.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.......................110.00@120.00
Black hoofs, per ton..................... 60.00@ 65.00
Striped hoofs, per ton................... 60.00@ 65.00
White hoofs, per ton.....................105.00@115.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs. @130.00
Horns, avg. 7½ oz. and over, No. 1s..300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s..250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s..200.00@225.00

## FANCY MEATS.

| | | |
|---|---|---|
| Fresh steer tongues, untrimmed | @32c | a pound |
| Fresh steer tongues, L. C. trim'd | @38c | a pound |
| Calves, heads, scalded | @65c | a piece |
| Sweetbreads, veal | @75c | a pair |
| Sweetbreads, beef | @50c | a pound |
| Beef kidneys | @16c | a pound |
| Mutton kidneys | @ 6c | each |
| Livers, beef | @22c | a pound |
| Oxtails | @15c | each |
| Hearts, beef | @ 8c | a pound |
| Beef hanging tenders | @17c | a pound |
| Lamb fries | @10c | a pair |

## BUTCHER'S FAT.

Shopfat ............................ @ 3
Breastfat .......................... @ 4½
Edible suet ........................ @ 6
Inedible suet ...................... @ 5
Bones .............................. @25

## SPICES.

| | Whole. | Ground. |
|---|---|---|
| Pepper, Sing., white | 15 | 18 |
| Pepper, Sing., black | 11½ | 14½ |
| Pepper, red | 31 | 35 |
| Allspice | 5½ | 8½ |
| Cinnamon | 12 | 16 |
| Coriander | 13 | 16 |
| Cloves | 28 | 33 |
| Ginger | 16 | 19 |
| Mace | 47 | 52 |

## CURING MATERIALS.

| | Bbls. | Double bags. |
|---|---|---|
| In lots of less than 25 bbls.: | | |
| Double refined saltpetre, gran | 6⅝ | 6⅝ |
| Double refined saltpetre, small crystal | 7⅝ | 7⅝ |
| Double refined nitrate soda, gran | 4⅝ | 4⅝ |
| Double refined nitrate soda, crystals | 5⅛ | 5⅝ |
| In 25-bbl. lots: | | |
| Double refined saltpetre, gran | 6⅝ | 6⅛ |
| Double refined saltpetre, small crystals | 7⅝ | 7⅛ |
| Double refined nitrate soda, gran | 4⅝ | 4⅛ |
| Double refined nitrate soda, crystals | 5⅝ | 5¼ |
| In carloads: | | |
| Double refined nitrate of soda, gran | 4½ | 4⅝ |
| Double refined nitrate of soda, crystals | 5¼ | 5⅛ |

## GREEN CALFSKINS.

| | 5-9 lbs. | 9½-12¼ lbs. | 12½-14 lbs. | 14-18 lbs. | 18 lbs. up. |
|---|---|---|---|---|---|
| Prime No. 1 veals | .21 | 2.40 | 2.50 | 2.75 | 3.50 |
| Prime No. 2 veals | .19 | 2.20 | 2.25 | 2.50 | 3.25 |
| Buttermilk No. 1 | .18 | 2.10 | 2.15 | 2.40 | .... |
| Buttermilk No. 2 | .16 | 1.90 | 1.90 | 2.15 | .... |
| Branded grubby | .14 | 1.40 | 1.50 | 1.65 | 2.10 |
| No. 3 | At value | | | | |

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box.
Western, 66 lbs. and over to dozen, lb....30 @31
Western, 48 to 54 lbs. to dozen, lb.......30 @31
Western, 43 to 47 lbs. to dozen, lb.......28 @30
Western, 36 to 42 lbs. to dozen, lb.......26 @28
Western, 31 to 35 lbs. to dozen, lb.......23 @25

Fowls—Fresh—dry packed, corn fed—12 to box.
Western, 66 lbs. and over to dozen, lb...29 @30
Western, 48 to 54 lbs. to dozen, lb......29 @30
Western, 43 to 47 lbs. to dozen, lb......27 @29
Western, 36 to 42 lbs. to dozen, lb......25 @27
Western, 30 to 35 lbs. to dozen, lb......22 @24

Fowls—Fresh—dry packed, corn fed—barrels.
Western, dry packed, 5 lbs. and over, lb.26 @28
Western, dry packed, 4½ lbs. each, lb...26 @28
Western, dry packed, 3½ lbs. each, lb...24 @25
Western, dry packed, 3 lbs. and under, lb.20 @23

Old Cocks—Fresh—dry packed—boxes or bbls.
Western, dry picked, boxes.................17 @19
Western, scalded, bbls.....................16 @17

Ducks, Western, per lb......................18 @24

Squabs—
White, 11 to 12 lbs. to doz., per doz...12 @13
White, 10 lbs. to doz., per doz........ 10.00@11.00
Culls, per doz.............................. 1.50@ 3.00

## LIVE POULTRY.

Chickens, via express.......................27 @30
Old roosters ................................. @
Ducks, via express..........................31 @32
Turkeys, via express........................25 @30
Geese, via express..........................21 @24
Pigeons, per pair............................ @45
Guineas, per pair............................ @55

## BUTTER.

Creamery (92 score)........................... @51
Creamery, seconds ..........................47½@48
Creamery, firsts ...........................50 @50½
Creamery, lower grades....................... @

## EGGS.

Fresh gathered, extras, per doz............43 @44
Fresh gathered, extra firsts................41 @42
Fresh gathered, firsts......................38½@40
Fresh gathered checks, fair to choice, dry.30 @31
Fresh gathered dirties, No. 1...............34 @35

## FERTILIZER MARKETS.

### BASIS NEW YORK DELIVERY.

#### Ammoniates.

| | |
|---|---|
| Ammonium sulphate, bulk, f. o. b. works, per 100 lbs | $3.30 @3.45 |
| Ammonium sulphate, double bags, per 100 lbs., f. o. b. New York | 3.75 @3.80 |
| Blood, dried, 15-16% bulk, per unit | @4.85 |
| Fish scrap, dried, 11% ammonia, 15% B. P. L., delivered Baltimore | Nominal |
| Fish guano, foreign, 13@14% ammonia, 10% B. P. L | 5.15 and 10c |
| Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f. o. b. fish factory | 3.85 and 50c |
| Soda nitrate, in bags, 100 lbs., spot | @2.60 |
| Soda nitrate, in bags, futures | 2.62½@2.65 |
| Tankage, ground, 10% ammonia, 15% B. P. L., bulk | 4.50 and 10c |
| Tankage, unground, 9-10% ammonia | 4.40 and 10c |

#### Phosphates.

| | |
|---|---|
| Bone meal, steamed, 3 and 50 bags per ton | @38.00 |
| Bone meal, raw, 4½ and 50 bags per ton | @40.00 |
| Acid phosphate, bulk, f. o. b. Balt., per ton, 16% | @10.00 |

#### Potash.

| | |
|---|---|
| Kainit, 12.4% bulk, per ton | @ 7.22 |
| Manure salt, 20% bulk, per ton | @10.55 |
| Muriate, in bags, basis 80%, per ton | @35.55 |
| Sulphate, basis 90%, bags, ton | @45.67 |

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, for the week of February 10 to February 16, 1923:

| | February 10. | 12. | 13. | 14. | 15. | 16. | |
|---|---|---|---|---|---|---|---|
| Chicago | 48½ | 48½ | 48½ | 49½ | 51 | 52 | +3½ |
| New York | 49 | .... | 48¾ | 49½ | 50½ | 50½ | +1¾ |
| Boston | 49½ | 49½ | 49½ | 50 | 51 | 51 | +1½ |
| Phila. | 50 | .... | 50 | 50 | 50½ | 51 | +1 |

Wholesale prices of carlots, fresh centralized butter, 90 score, at Chicago:

| February 10. | 12. | 13. | 14. | 15. | 16. | |
|---|---|---|---|---|---|---|
| 47 | 47 | 47½ | 49 | .... | .... | ... |

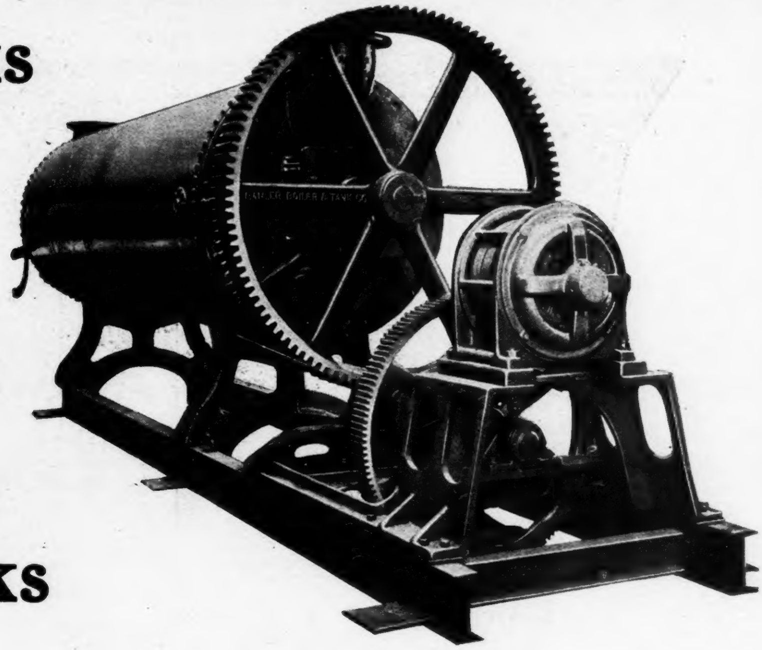
Receipts of butter by cities, tubs:

| | This week. | Last week. | Last year. | Since Jan. 1, 1923. | 1922. |
|---|---|---|---|---|---|
| Chicago | 15,282 | 26,701 | 28,996 | 313,914 | 278,032 |
| New York | 39,166 | 32,399 | 39,540 | 386,571 | 342,779 |
| Boston | 6,339 | 12,343 | 10,959 | 97,919 | 99,181 |
| Phila. | 7,273 | 9,825 | 8,966 | 99,270 | 108,486 |
| Total | 68,060 | 81,268 | 88,461 | 897,674 | 828,428 |

Cold storage movement, lbs.:

| | Into storage. | Out of storage. | On hand Feb. 16. | Cor. day of week, 1922. |
|---|---|---|---|---|
| Chicago | 6,471 | 145,732 | 3,108,290 | 9,621,376 |
| New York | 82,630 | 177,306 | 2,466,774 | 5,396,213 |
| Boston | ..... | 51,575 | 1,513,824 | 3,737,194 |
| Phila. | 22,480 | 17,163 | 552,664 | 1,040,390 |
| Total | 111,581 | 391,776 | 7,640,552 | 19,796,173 |

# Smokestacks
# Oil Tanks
# Fertilizer Dryers
# Rendering Tanks



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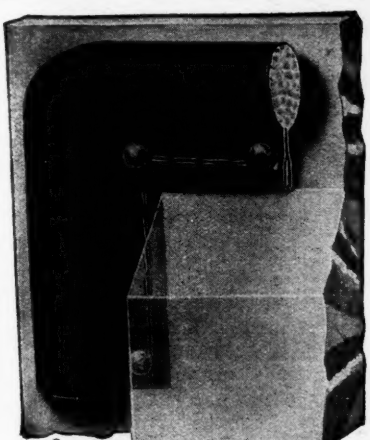

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